

NEWS SUMMARY

GENERAL

Bonn to back Games boycott

BUSINESS

Dollar falls; Gilts up 0.17

West Germany has called on her allies to boycott the Moscow Olympics unless Soviet troops withdraw from Afghanistan. The Bonn Government's decision is expected to give a lead to other Western governments.

The decision, announced with "deep regret" by Chancellor Helmut Schmidt, comes days after the Soviet Union threatened West Germany with political reprisals if it followed the U.S. line.

The Bonn Government expects the national Olympic committee to heed its call when it meets on April 25. Athletes will not be pressed to conform, but will be given no finance to take part in the Games. Page 2

EEC budget blow

President Giscard reaffirmed France's stand against a full settlement of Britain's EEC "budget" problems without a parallel agreement on farm price increases in the Community. Back Page; Hope of accord fades, Page 2

Kennedy wins

Senator Edward Kennedy kept alive his campaign for the Democratic Presidential nomination with a narrow win over President Carter in the Pennsylvania primary. Republican Mr. George Bush beat Mr. Ronald Reagan. Page 4

Threat to papers

National newspapers are threatened by Britain's biggest print cartels' union after the breakdown of talks in a dispute over provincial printers' pay. Back Page

Jet fighter call

Britain, West Germany and France have been urged by their main military aircraft builders to continue to develop a European Combat Aircraft, which will be needed to replace Jaguar and Phantom fighters. Page 7

Miners clash

South Korean police have cordoned off the north-western town of Chongson after demonstrations by striking coalminers. A policeman has been killed and about 100 people have been injured in clashes. Constitution crisis, Page 5

Ferryboat sunk

More than 80 people were feared drowned when a Philippines ferry carrying 900 passengers sank after colliding with an oil barge near Mindoro.

Artful dodge

Customs officers in Bombay seized 680 lb of marijuana, worth about £180,000, as it was about to be shipped to Canada concealed in articles of wooden furniture.

Briefly

Mrs. Lillian Carter, mother of the U.S. President, arrived in Cairo for a four-day visit to Egypt.

About 500 Cuban refugees from the Peruvian embassy in Havana have arrived in Spain.

A Yorkshireman aged 51 became Britain's 17th heart transplant patient in an operation at Harefield Hospital, Middlesex.

The Duke of Gloucester, leading a delegation of management consultants, met China's Chairman Hua in Peking.

PUBLISHER'S NOTICE

The Financial Times apologises for errors contained in this issue which are due to difficulties in the reading department.

CHIEF PRICE CHANGES-YESTERDAY
(Prices in pence unless otherwise indicated)

RISES		FALLS	
Excheq. 134c 93... 297 1/2	+ 1	BAT Ind. 233	- 5
Treas. 84c 97-90... 275 1/2	+ 1	BSG 213	- 2 1/2
Applied Computer T. 345	+ 20	Clifford's Dairies A 80	- 5
FC Finance 78	+ 10	Harris Queensway... 195	- 10
Fashion and General 20	+ 13	Kode 210	- 5
Fisons 254	+ 7	MPT 62	- 10
House of Fraser 159	+ 3	Muirhead 160	- 8
Household Securities 320	+ 5	Routledge Michelson 186	- 4
Parsons (S.) 214	+ 12	Spear and Jackson 100	- 4
Thorn EMI 308	+ 8	Stanley (A. G.) 70	- 6
Tilling (T.) 141	+ 4	Status Discount 57	- 9
UK Property 33	+ 24	Tarmac 222	- 10
LASMO 535	+ 15	Thompson T-Line 50	- 6
Siebens (UK) 700	+ 45	Unilever 417	- 8
Assam Invs. 148	+ 30	Lelehard Explor. 195	- 15
McLeod Russel 325	+ 15	Mount Carrington 45	- 5

Iran in Romania oil deal for 100,000 barrels a day

BY SIMON HENDERSON IN TEHRAN AND ANTHONY ROBINSON IN LONDON

Iran has announced that she will sell 100,000 barrels a day of oil to Romania, and has hinted that other deals with Eastern Europe have been signed and will be announced this weekend.

Iran is looking to Eastern Europe and the Soviet Union as a source of imports and alternative trade routes following the sanctions measures adopted by EEC States and Japan in support of the U.S.

The Carter Administration last night welcomed the measures adopted by the Community.

The Romanian deal, a 60 per cent increase on volumes already being supplied, would make Romania the main buyer of Iranian crude now that BP, Royal Dutch Shell and 12 Japanese trading companies have stopped deliveries because of diplomatic pressure and the high price.

Mr. Ali Akbar Moinefar, speaking to the Financial Times yesterday in Tehran, said Romania was being charged the official Iranian price, which with premiums works out at \$35 a barrel. There was no harder deal involved. "It was cash."

The details of East European oil deals—Bulgaria is also reported to be involved—come at a time when Iran is talking of progress in talks with the Soviet Union in developing trade links.

Wide-ranging trade agreements have been drafted by the two countries and will be submitted to the ruling Iranian Revolutionary Council, Mr. Reza Salimi, the acting Finance Minister, has said in Tehran.

"Negotiations on the price of natural gas to the Soviet Union will be resumed shortly, and the two countries will reach an early agreement," he was quoted as saying.

Gas exports to the southern Soviet republics were suspended earlier this year when talks on a major price increase broke down.

"Spare parts, raw materials and land lines of supply are the main issues with the Russians," according to a senior adviser of President Bani Sadr of Iran.

Iranian officials admit that Moscow is using the offer of much-needed spare parts for the Iranian oil and gas industry as a tactic to get gas exports resumed.

They also want a resumption of the project to build a second gas pipeline. There are clearly difficulties in getting spare parts for the largely U.S. machinery in the oilfields, but with oil being produced at only a third of the level attained under the Shah, this problem may be less serious than appears.

Assuming that Iranian supplies to Japan, BP and Shell are ended now, the problem for Tehran is less in producing oil than selling it. Eastern Europe's absorptive capacity for its oil is well below what is available, unless Russia decides otherwise for political reasons.

In that case it would theoretically be possible for Russia to cut her own deliveries to Eastern Europe, provide temporary finance for higher East European purchases from Iran, and recoup this by selling more Soviet oil on Western markets.

East European states, except Romania, this year have an oil requirement from non-Soviet sources of only 140,000-160,000 b/d, though this is expected to rise to 600,000 b/d annually by 1985 provided tight fuel economy measures are effective.

Western oil industry sources point out that the Iran-Romania agreement effectively resumes the 100,000 b/d deliveries that Romania was receiving from Iran until 1978.

Since then the Romanians have been seeking substitute supplies from Saudi Arabia, Iraq, Libya and other sources. They were even forced to ask Russia for oil for the first time and secured Soviet agreement for limited supplies of under 20,000 b/d annually.

Continued on Back Page

Saudis ask for recall of British Ambassador

THE DECISION by Saudi Arabia to ask for the withdrawal of Mr. James Craig, the British Ambassador to Jeddah, has aroused fears in the British business community that the Kingdom could start trade discrimination. But these apprehensions were dismissed in Whitehall yesterday as largely groundless.

The Saudi decision was taken by a meeting of the Council of Ministers held on Monday night in retaliation against ITV screening "Death of a Princess." The meeting also studied economic relations with Britain, particularly the work of British companies in the Kingdom, according to the official Saudi Press Agency.

In London the demand for Mr. Craig's recall is seen as a relatively mild diplomatic protest. A request for the withdrawal of an envoy falls far short of expelling or declaring a diplomat persona non grata. No suggestion of economic sanctions has been conveyed to the British Government and fears of a more drastic retaliation have been allayed.

The move is seen by diplomats not only as a protest to Britain but also a warning to other countries not to show the film and do not restrict their media from casting Saudi Royal Family in a bad light. The hope in Whitehall is that the storm will blow over in a matter of a few months.

So far the only other national network to have shown "Death of a Princess" has been Dutch T V despite official Saudi warnings about the possible repercussions on relations between the Kingdom and the Netherlands. Mr. Swedde, the rights have been bought by Scand Video to prevent it being screened there and harming Swedish commercial interests.

The British Government had hoped that Saudi honour would be satisfied by the expression of regret by Lord Carrington, the Foreign Secretary following the showing of the film.

The somewhat confused statement issued by the Saudi Press Agency indicated a wish not to let relations deteriorate further over the issue. It said that the Saudi Cabinet had discussed Anglo-Saudi relations "in the light of the British Government's negative attitude towards the showing of the film."

Continued on Back Page

Sir John Methven dies aged 54

BY JOHN ELLIOTT, INDUSTRIAL EDITOR

BRITISH INDUSTRY lost its most outspoken advocate yesterday when Sir John Methven, director-general of the Confederation of British Industry, died suddenly. He was 54.

Tributes to his work immediately flowed into CBI headquarters. They were led by a message from Mrs. Margaret Thatcher, the Prime Minister, who said "his service to industry will never be surpassed."

Leaders of both sides of industry added their tributes to a man who has built up the CBI's image and prestige since becoming director-general in 1976. He had intended to stay in the job at least till the end of next year.

Sir John died in King Edward VII Hospital in London, where he had an operation on Friday for removal of a knee cartilage. He was due to return to work within a few weeks.

The hospital said Sir John apparently had a heart attack, although this could be confirmed only at the post-mortem examination.

Before joining the CBI, Sir John was for three years the first Director General of Fair Trading. Earlier he had spent 16 years with ICI.

The Prime Minister said last night that Sir John had been "dedicated to restoring the prosperity of industry and to improving the well being of everyone who worked in it."

Through his "warmth, friendliness and wise advice, he could get people working together in a unique way."

Mr. Len Murray, TUG general secretary, said the CBI had lost "an able and distinguished servant and a doughty advocate."

He always "commanded our respect." Despite differences of opinion, "we shared a deeply held concern about the future of our country."

His death has occurred at a key stage in the CBI's development. Sir John was personally involved just before entering hospital in trying to persuade large companies to back the CBI's proposed strike insurance funds as a gesture of new-found employer solidarity.

Sir John leaves a wife, Karen, and three daughters from a previous marriage.

Obituary, Page 5

CONTENTS

British Rail: pressure on the Government	14	Marketing: building a brand when ads. are forbidden	12
Economic viewpoint: what has gone wrong with the West's economy	25	Business and the courts: American law on insider dealing	22
Ireland: the electronics industry blooms	2	Lombard: deflating man's aspirations by Brian Groom	22
The Horn of Africa: Eritrean guerrillas back on the offensive	3	Editorial comment: Soviet energy; UK construction	24
American News	4	Survey: East Fife	20-21
Appointments	37	Saleroom	8
Arts	14-19	Ships	42-43
Base Rates	35	Stock Markets	40
Business Opps.	35	London	40
Companies	39	Wall Street	38
Contracts	7	Southern	38
Crisisword	22	Technical	11
Econ. Indicators	7	TV and Radio	22
Entertain. Guide	21	UK News	7-8
Europeans	2	General	7-8
European Options	39	Labour	19
FT Accounts	37	Unit Trusts	43
Int. Companies	31-34	Weather	44
Leader Page	20	World Trade News	5
Letters	25	ANNUAL STATEMENTS	1
Lex	44	Blue Circle Inds.	28
Lombard	22	Britannia Bld. Soc.	28
Money & Exchanges	35	British Rail	28
Overseas News	3	Chert. Glas. Bldg.	27
Parliament	22	Chester. Glas. Bldg.	27
Racing	22	Delta Metal	27
Saleroom	8	Delta Metal	27
Ships	42-43	Delta Metal	27
Stock Markets	40	Delta Metal	27
London	40	Delta Metal	27
Wall Street	38	Delta Metal	27
Southern	38	Delta Metal	27
Technical	11	Delta Metal	27
TV and Radio	22	Delta Metal	27
UK News	7-8	Delta Metal	27
General	7-8	Delta Metal	27
Labour	19	Delta Metal	27
Unit Trusts	43	Delta Metal	27
Weather	44	Delta Metal	27

For latest Share Index: phone 01-246 8036

Fresh fall in U.S. prime

Rail expansion may be hit by cash limit

By David Lascelles in New York

INTEREST RATES fell sharply again yesterday as President Jimmy Carter's top economic adviser said the economy had entered a recession.

Chase Manhattan Bank of New York cut its prime rate by 1 per cent to 19 per cent. This is a full point down from the record 20 per cent it stood at earlier this month. The move was followed by a number of regional banks.

However, the country's other major banks did not immediately follow the cut, apparently out of concern for their lending margins which have been squeezed by the Fed's recent credit measures. However, they are expected to follow suit by the end of the week if interest rate trends continue downwards.

The cut came as Mr. Charles Schultz, chairman of the President's Council of Economic Advisers, told a Senate committee that the U.S. economy had entered a recession.

This is the most forceful statement of its kind to have come from The White House, though Mr. Schultz echoed Mr. Carter's remark last week that the downturn would be "mild."

Mr. Schultz had his expectations of a less-than-severe recession partly on his belief that interest rates have now turned. He also noted that business inventories are lean, and that companies still have fairly encouraging capital spending plans.

As he was speaking, the large U.S. motor manufacturers reported a further slump in sales for mid-April. General Motors was down 36 per cent, Ford 50 per cent, and Chrysler 48 per cent. The fall followed steadily declining sales.

On Wall Street, short-term rates continued to fall in the wake of the prime rate cut, apparently with the blessing of the Federal Reserve. In the key Fed funds market, the rate dropped to 15 1/2 per cent before the Central Bank intervened to prop it up. This is nearly 1 per cent lower than its previous intervention point. However, market analysts are still wary of saying that the Fed is doing anything more than following market trends.

BRITISH RAIL warned yesterday that it may be forced to contract because of the Government's financial constraints, although demand for passenger services is booming.

Sir Peter Parker, chairman of BR, said yesterday the contraction would be necessary in spite of the £70.2m operating surplus disclosed in the 1980 annual report, published yesterday.

Sir Peter is the latest in a line of several outcasted industry chairmen to criticise the stringency of the Government's cash limits system for enforcing financial disciplines and productivity improvements.

He said last year's relative financial success was now endangered by the Government's rigid adherence to its policy of strict cash limits.

The cost to British Rail of meeting its financial targets was that the railways were unable to exploit the full potential of their human and technical resources.

Sir Peter collared on the Government to give BR more flexibility. In particular, he wanted the Government to lift restrictions which forced BR to plan its finances for one year at a time.

He said the Government had to take a longer-term view of the railways. "There is a long lead time between planning and fulfilment and the concept of a rolling programme, now well accepted in the manufacture of rail equipment, needs to be applied in finance."

The railways should be more decentralised "into clear, accountable groups." The arrangement with the Government over its support for non-commercial, socially-essential services such as rural lines and commuter areas needed to be specifically defined. The taxpayer would then know what quality of rail service his money would buy.

BR came within £1m of breaching the £71.5m external financing limit set by the Government for 1979-80. After adjustments, its overall surplus was £62.3m, compared with £58.3m in 1978.

The Government has already set financial targets for freight and Inter-City operations, and these sectors may form the basis of a decentralised structure for British Rail.

However, British Rail is replacing its assets more slowly than any other European railway.

British Rail's passenger business operated 19.9bn passenger miles last year—the highest for 18 years.

Freight activities, however, lost £9m and, after losing revenue in the steel strike, may again lose money this year.

Hunt meets hurdle in debt settlement

BY JOHN MAKINSON IN NEW YORK

NELSON BUNKER HUNT, the Texas oil millionaire, has met a major obstacle in his attempt to settle debts on silver contracts incurred earlier in the year.

A Canadian court has frozen Hunt's oil exploration permits in Canada's Beaufort Sea at the request of British Petroleum, which was awarded £17m damages against Hunt by a British court in March last year. These damages have not yet been paid.

Hunt had pledged the exploration assets, valued at an estimated \$300m, to Engelhard Minerals and Chemicals Corporation as part payment of a 19m-oz silver futures contract. The Hunt family had contracted to buy the metal at \$35 an ounce.

Hunt's lawyers—in court on Saturday—are expected to request that the injunction be lifted. They may argue that the Canadian court has no jurisdiction over the offshore permits and has no right to enforce a British court order.

BP's claim stems from a debt incurred by Hunt in Libya and the injunction was obtained by BP Exploration Libya Ltd. BP says Hunt had contracted to pay in oil for expenses incurred by BP on joint-interest fields in the country.

The Beaufort Sea injunction, obtained from the Supreme Court for the Northwest Territories, is the latest in a series. BP has already won court orders against Hunt in parts of Canada, Australia, and New Zealand.

BH

BLACKWOOD HODGE

ANNUAL REPORT 1979

The world's largest distributor of earthmoving equipment

1979

1978

Sales

£281,648,000

£246,427,000

1979

1978

Trading profit before interest

£22,679,000

£21,969,000

1979

1978

Profit after taxation

£6,217,000

£7,701,000

1979

1978

Ordinary dividends per share

2-5p

2-05p

From 25th April, 1980 copies of the 1979 Annual Report may be obtained from the Company Secretary, Blackwood Hodge Limited, 25 Berkeley Square W1A 4AX.

IMF Hamburg talks likely to disappoint Third World

BY JUREK MARTIN AND JONATHAN CARR IN HAMBURG

THE DEVELOPING nations are likely to be frustrated once again in their demands for more credit on softer terms at meetings in Hamburg this week of the Interim and development committee of the International Monetary Fund and the World Bank.

This is principally because it appears that minimal progress will be made here towards establishing a dollar substitution account at the IMF. The developing states had hoped to be in a position to use their approval of the account as a bargaining lever in the process of creating bigger assistance flows.

Ministers from the Group of 24 developing nations met in Hamburg yesterday in advance of tomorrow's session of the IMF's policy-making interim committee, at which the substitution account is due to be discussed.

The U.S. has already made it clear that it does not believe that the time is ripe for setting up the account. The West German Finance Minister, Herr Hans Matthöfer, noted, with disappointment, on Tuesday that, without U.S. backing, progress is unlikely.

The basic list of developing country demands is not particularly new and some the less stringent may be partly met at the Hamburg talks. They include significant expansion of quotas at the IMF, a new distribution of Special Drawing

Rights, greater use of the World Bank's programme for longer-term lending for economic needs rather than for specific projects, and generally lighter conditions for borrowing from the IMF.

On this occasion it was hoped that Third World backing for the substitution account, most notably for the use in it of the IMF's gold holdings, would be a critical factor insofar as authorisation of the account requires the approval of 85 per cent of the weighted voting membership, and thus the sanction of the developing countries.

A provisional communiqué, drafted by the deputies of the Group of 24 on Tuesday and considered by the Ministers yesterday, took note of the traditional objections that the developing states have to the use of gold as a monetary instrument and pointed out that a role for gold in the substitution account "will be inequitable since the account will basically benefit only a very limited group of countries".

But it added that, if the substitution account were seen within the framework of a balanced package incorporating fundamental third world demands, then it should go ahead. This argument was made with even greater force in an address to the Ministers yesterday by Sr. Ibarra Muñoz, the Mexican Secretary of Finance. However, leading Western nations, particularly the U.S.

and West Germany, dispute the developing states contention that the need for additional balance-of-payments financing is either acute or immediate.

They argue that the IMF itself is very liquid at present—with as much as \$25bn available for lending—and that, though international payments imbalances have been made much greater by last December's oil price increases, the burden is going to fall most heavily on those nations, industrialised and developing, which are most able to finance their shortfalls independently.

Mr. Fred Bergsten, assistant U.S. Treasury Secretary, said in Washington on Monday that the distribution of deficits was significantly more stable than after the 1973-74 oil shock. He did, however, express some sympathy for the view that the IMF's conditionality could be stretched out over a longer period, a proposition which M. Jacques de Larosière, the IMF's managing director, also supports.

West Germany continues to maintain that conditionality must not be so weakened as to be rendered meaningless. Indeed, a paper prepared by the Bonn Finance Ministry emphasises that the best hope for the economies of the developing nations lies in structural change and that the conditions which the IMF proposes provide a major spur in this direction.

New wave of Israeli price rises

ISRAEL IS about to suffer another wave of price rises. L. Daniel reports from Tel Aviv. This follows five months during which the monthly consumer price index has shown a steady fall, from 9 per cent a month at the end of 1979 to 5.1 per cent in March.

The new wave is being triggered by increases of between 30-36 per cent in all types of fuel, a consequent 30 per cent rise in the cost of electricity and gas and a rise of 50 per cent in public transport.

The rises could rule out any change of a wage and price freeze.

School protest grows

South African police yesterday broke up three demonstrations against the school system—two near Johannesburg and one in Durban, Reuter reports from Johannesburg. The police acted with teargas and batons as a week-old class boycott by about 100,000 children, mainly from the coloured (mixed-race) community spread from Cape Town to other centres.

Zimbabwe parley Senior officials of Zimbabwe's two main political parties—Mr. Robert Mugabe's ZANU-PF and Mr. Joshua Nkomo's Patriotic Front—have met to discuss ways of halting an outbreak of factional violence in Salisbury's black townships, Reuter reports. The two parties are allied in Mr. Mugabe's Government.

Assamese arrested

Hundreds of Assamese were arrested in Gauhati city yesterday as mass picketing of Government offices and banks went into a second day as part of a campaign for the expulsion of migrant workers from the state.

BATTLE FOR THE HORN OF AFRICA

Eritrea guerrillas back on offensive

BY A SPECIAL CORRESPONDENT, RECENTLY IN AFABET, ERITREA

TWO YEARS of retreat by Eritrean forces in the face of Soviet-backed offensives by Ethiopia have ended. Since last winter, the Eritreans have been driving back the heavily armed and more numerous Ethiopian army.

Now, with the Eritrean guerrillas enjoying a strong position around Afabet, in northern Eritrea, there is a lull in the fighting. But it may be only temporary. Both sides are mobilising for renewed fighting which is certain to break the stalemate.

Last December, Russian warships had to evacuate defeated Ethiopian troops from a Red Sea harbour, after Eritrean guerrillas had broken a year's encirclement of their mountainous base area in northern Eritrea.

This humiliating setback, for forces which have received more than \$1bn worth of Russian arms in the past three years, embarrassed the Soviet Union. Moscow wants a secure foothold in the Horn of Africa, with its challenging position close to Saudi Arabia and to Red Sea and Indian Ocean shipping routes.

As a result, the Soviet Union has tried to arrange reconciliation between Ethiopia and the weaker of the two main Eritrean fighting groups, the Eritrean Liberation Front, with meetings in East Berlin, Rome and Moscow. Sudan, whose economy has been hardened by nearly 400,000 Eritrean refugees, is also attempting to find a settlement, believing that a solution in Eritrea will remove Ethiopia's dependence on the Soviet Union and stabilise the region.

Today, guerrillas of the more powerful Eritrean Popular Liberation Front virtually encircle the Ethiopians in the strategic town of Afabet. They surround an estimated 13,000 troops on three sides, leaving one tenuous opening to

the Red Sea, through which Afabet is irregularly supplied. From high on the steep ring of arid, volcanic ridges, the Eritreans can be seen encamped on the broad plain. Each side holds entrenched positions on the innermost circle of hills, sometimes less than 200 metres apart.

Neither side appears close to an easy victory, but a showdown may be imminent. Weekly skirmishes between small units suggest a testing of each other's defences, in preparation for larger attacks, and there are reports of vast quantities of equipment being flown in to Asmara airport, further south.

The Eritreans are now in the 19th year of their war for the independence of this former Italian colony, annexed by Ethiopia two decades ago. "Ethiopia is weakening," said Petros Solomon, a member of the Eritrean Popular Liberation Front's political bureau, in an interview behind the Afabet lines. "Militarily speaking, we are gaining the upper hand, but this takes time. There can be actions and counteractions on both sides before a decisive change takes place."

The front claims to have captured large quantities of Soviet arms in the battles between Nakfa and Afabet, including more than 100 military vehicles, 17 T-54 tanks, and an array of long-range artillery, anti-tank and anti-aircraft guns. All this is put to use by the highly skilled and committed guerrillas.

Among those shown are on a walking tour of the guerrilla positions were 76, 85 and 122mm artillery pieces, and 20, 23, 37 and 40 mm mobile medium-range weapons. Large numbers of T-54 tanks were also present in the rear for use as artillery. Ethiopia, faced with its seeming inability to crush the Eritreans, recently welcomed moves by President Jaafar Nimairi of Sudan to end the con-

lict, having rejected them out of hand in February 1979 when it thought it was winning. Its aim is to persuade Sudan to cut off the Eritreans' supply lines, a step which the front admits would severely hamper its now fully mechanised army.

Mr. Abdul-Majid Khalil, Sudan's Vice-President, has visited Addis Ababa twice in the past six weeks, but although Sudan has banned journalists from entering Eritrea, supplies to the front do not seem to be affected. The front is wary of Sudanese pressure, but says it has assurances from the Sudanese Government that it will be consulted before any action is taken.

Contacts between these two movements and the Oromo Liberation Front, in southern Ethiopia, also appear to be developing. An Oromo Liberation Front spokesman in Sudan indicated his organisation is holding discussions with the Western Somali Liberation Front, which operates in south-eastern Ethiopia with Somali Government backing.

Although there seems little likelihood of overall co-ordination between these diverse anti-government forces in the immediate future, such a possibility may be evolving in a broad move to overthrow the ruling military junta.

Against the background of the labyrinth, the battle shaping up for the Eritrean town of Afabet assumes a pivotal significance. An Ethiopian defeat would not be just a military setback for the government. It could also unsettle the attempts by Col. Mengistu Haile-Mariam, the Ethiopian head of state to consolidate his one-man rule under a new Communist party.

"It is a question of time," said Ali Sayid, a Popular Liberation Front military leader, of the coming confrontation at Afabet. "They are preparing themselves, and so are we."

Repeated fighting between

are we."

Tunisia names new Premier

By Tanya Matthews in Tunis

MR. MAHAMED MZALI was yesterday named Prime Minister of Tunisia and secretary-general of the ruling Neo-Destour Socialist Party.

Mr. Mzali, formerly Minister of Education, has been interim Prime Minister since the end of February when Mr. Hedi Nodira, the Prime Minister, suffered a stroke. Mr. Nodira, who is 69, was Mr. Bourguiba's constitutional successor, but it is not clear whether Mr. Mzali also inherits that role.

He was widely regarded as the best available candidate for the premiership. Aged 55, Mr. Mzali has been in the Government for most of the 25 years of Tunisia's independence.

His appointment comes at a time when Tunisia faces delicate problems of internal security underlined by the earlier attack this year on the mining town of Gafsa by Tunisian dissidents trained in Libya and infiltrated through Algeria.

S Korea heads for crisis over new constitution

BY RON RICHARDSON IN SEOUL

SOUTH KOREA seemed to be heading for another political crisis yesterday when Mr. Shin Hyon Hwack, the Prime Minister, refused to appear before the committee of the National Assembly which is drawing up a new constitution.

The refusal by the Prime Minister, who is obliged by the existing constitution to appear before Parliament when called on, has brought to a head a dispute between the assembly and President Chul Kyu Hah's Administration over who will draft the new basic law.

The parliamentary committee, which is made up of all the main political parties, decided to give the Prime Minister one more day to respond to its request before taking retaliatory measures.

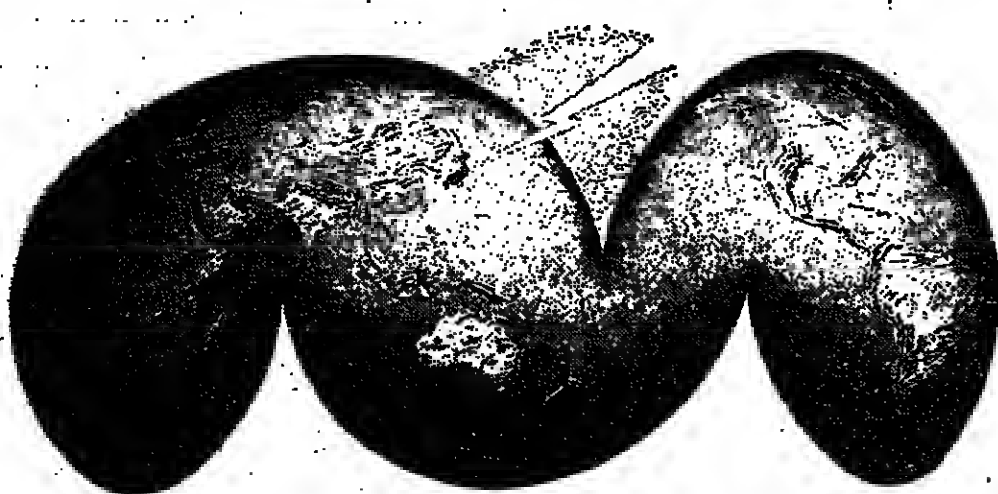
At issue are recent statements by Mr. Shin that it is the prerogative of the Administration to draw up the new Constitution, which is intended to

provide for a democratic system of government.

The parliamentary committee, which was set up within a month of Park's assassination last October has almost completed its work. But the Administration's constitutional revision machinery has only recently begun deliberations. Moreover, statements by Mr. Shin suggest that the Administration favours a different form of Government from that proposed by the all-party committee.

● Riot police cordoned off the north-eastern town of Chongson yesterday after demonstrations by striking coal miners which left one policeman dead and nearly 100 injured, including five policemen seriously hurt. The riot broke out when police attempted to break up a sit-in by about 500 miners who had been on strike for five days in support of demands for higher pay.

To invest in Japan like a professional, see Nikko.



Japan's growth is hardly a secret but profitable investing isn't always easy in unfamiliar territory. No doubt that's why so many of the world's leading institutions and international investors use Nikko's proven services. Nikko has six decades of

experience, an international network, and extensive facilities to research your problems accurately. And our carefully trained personnel will provide the most relevant information for your individual needs to help you make profitable decisions.

An integrated approach to investment and finance

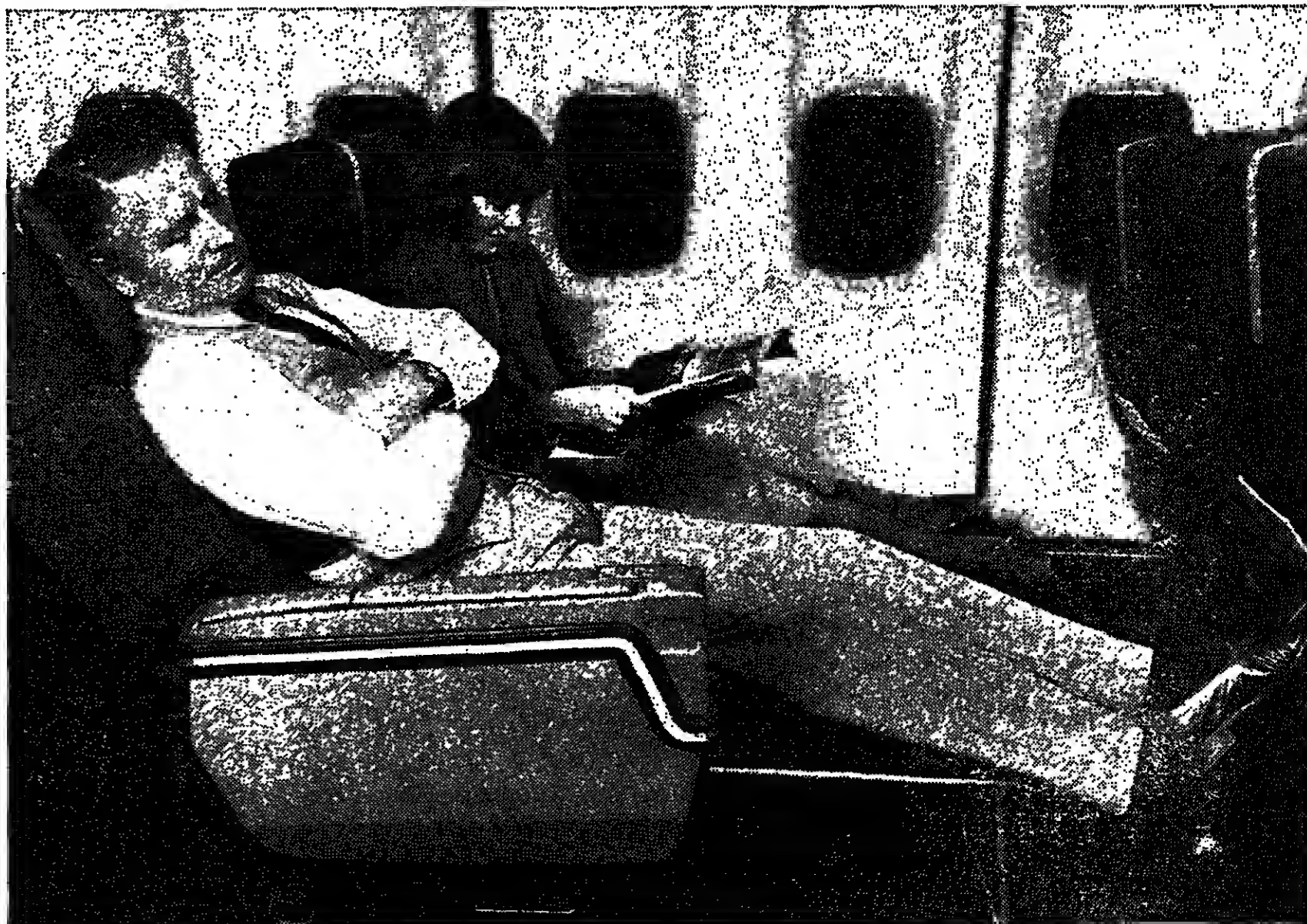
NIKKO
THE NIKKO SECURITIES CO. LTD.

Head Office: 3-1, Marunouchi 3-chome, Chiyoda-ku, Tokyo, Japan Tel: 293-2211 Telex: J 23410
Cable: NIKKOSSE TOKYO

Overseas Representative Offices: Paris: 10, Rue de la Paix, 75 Paris 2e, France Tel: 261-5744
Singapore: Tower 1213, DBS Building, 6 Shenton Way, Singapore 0705, Singapore Tel: 2233390, 2233398

Overseas Subsidiaries: The Nikko Securities Co. (Europe) Ltd. Royal House, Aldermanbury Square, London, EC2V 7LL, England Tel: 606-7171 Telex: 284717 The Nikko (Switzerland) Finance Co. Ltd. Holtheimstrasse 30, 8032 Zurich, Switzerland Tel: 2510650 Telex: 561111 The Nikko Securities Co. (Germany) GmbH: Mainzer Landstrasse 49, 6000 Frankfurt am Main, West Germany Tel: 253021 Telex: 416861 The Nikko (Luxembourg) S.A.: 88, Grand' Rue, Luxembourg, Grand-Duchy of Luxembourg Tel: 42394 Telex: 1348 The Nikko Securities Co. International, Inc. New York, San Francisco, Los Angeles The Nikko Securities Co. (Asia) Limited: Hong Kong Overseas Capital Corporation Limited: Sydney

Now TWA Sleeper-Seatssm let you sleep your way to the USA.



TWA are introducing Sleeper-Seatssm so from May 1 you can sleep comfortably in TWA's First Class all the way to the USA. They'll be on all our 747's, at no extra cost.

You'll be able to stretch out and enjoy it. The back goes back, the foot comes up. There's room for you to snuggle down to enjoy a peaceful and restful flight.

TWA Sleeper-Seats will shorten

the flight—you'll be there before you know it. And you'll arrive fresh and rested in the USA ready for all our great country has to offer.

Book TWA First Class for a Sleeper-Seat. It's just another way TWA have of showing how we're trying to make flying more of a pleasure and less of a hassle. Sweet dreams to you.

You're going to like us

TWA

AMERICAN NEWS

Colombia
embassy
siege may
end soon

By Hugh O'Shaughnessy

A PEACEFUL solution to the conflict at the Dominican embassy in Bogota, where extremists have been holding ambassadors and other hostages since February 27, could come within the next few days.

Eleven ambassadors, two charges d'affaires and other hostages are being held prisoner by members of the M19 guerrilla group.

Officials of the Red Cross and of the Human Rights Commission of the Organisation of American States have been holding intensive discussions with the kidnappers and, according to diplomats in London, are near to convincing them that their action has concentrated outside opinion on Colombian political conditions, and that they should free their captives. Talks are centring on ways of evacuating the kidnappers from Colombia while leaving their hostages unharmed.

Last week Amnesty International announced plans to publish a report on human rights in Colombia which reportedly likens Government practice to that in Argentina and Chile.

President Carter and Governor Reagan suffer surprise losses in important Pennsylvania primary

Kennedy revives campaign hopes

BY DAVID BUCHAN IN WASHINGTON

SENATOR Edward Kennedy has pulled off one of the narrowest of victories over President Jimmy Carter in Tuesday's Pennsylvania Democratic Presidential primary—while Mr. George Bush managed a strong win over the Republican front runner, Mr. Ronald Reagan, by 54 to 45 per cent in the state's popular ballot.

Both Senator Kennedy and Mr. Bush have thus kept their campaigns alive and breathing. Pennsylvania, which sends the fourth biggest delegation to the national conventions this summer, was a crucial state for both contenders in which decisive defeat could have spelled disaster.

In Pennsylvania, it was the day of the underdogs, and the Massachusetts Senator and Mr. Bush drew much jubilation from their success. But, ironically, neither man emerged from Tuesday's voting—which also included delegate selection by caucus in Missouri and Vermont—any nearer their parties' nominations.

With 95 per cent of the vote counted yesterday, both Senator Kennedy and President Carter were given 46 per cent of the vote, and the former held only a 12,000 lead in a 1.3m ballot. The prediction was that Mr. Kennedy would get 94 of Penn-

sylvania's delegates and the President 91.

Delegate estimates on the Republican side were still imprecise, because their selection was separate from the popular ballot, in which Mr. Mr. Bush scored a nine point upset over Mr. Reagan. But the Reagan forces were confident yesterday that Mr. Bush had only won half a loaf in Pennsylvania, because their efforts to concentrate on choosing delegates had paid off in a 2 to 1 victory.

So Mr. Reagan may be stronger than ever now, with nearly a six to one margin in delegates. Before Tuesday, the Californian had 547 compared with 96 for Mr. Bush. The same goes for Mr. Carter, who won well enough in Missouri's caucus selection (more than offsetting Senator Kennedy's margins in Pennsylvania and Vermont) to end Tuesday further ahead than ever.

A United Press estimate yesterday gave Mr. Carter 1,115 delegates and Senator Kennedy 587, with 1,666 providing the magic majority for nomination.

Pennsylvania has put a quotient of suspense back into what had become a somewhat joyless campaign, by showing that the drive of President Carter and Mr. Reagan towards

their party nominations is not inexorable. They can be ambushed on the way.

But Senator Kennedy and Mr. Bush may not again touch soil as fertile as Pennsylvania for their brands of politics, until the late May primaries of Michigan, Oregon and Maryland, by which time it may be too late. In the meantime, the campaign moves south and west, and neither the Carter nor Reagan campaigns have the slightest doubt they will carry Texas, the third largest state, on May 3.

Yet the lessons of Pennsylvania cannot be ignored by the two front-runners. For Mr. Carter, it must now be apparent that he is being held accountable by voters for his stewardship of the economy, while his both slipping into recession and seized by an inflation rate that accelerated to an annual 18 per cent in the first quarter of 1980.

Senator Kennedy's relentless hammering at the economic issues is paying dividends (as it started to do in the New York primary in late March). His recipes, such as a wage and price freeze to stem inflation, may eventually seem the lesser of two evils. Rising unemployment, which the Administration expects to hit 7.2 per cent by

the end of his year, does Mr. Carter no good.

Mr. Carter had opened himself to criticism in Pennsylvania by recently scrapping trigger price protection against imported steel, at a time when layoffs in the state's steel industry have been rising rapidly. The Senator now has a good line about hoping the recession will be mild and that only Jimmy Carter will lose his job—and he can be expected to plug away at it.

Politics would thus dictate that the President spend as much time on the economy as the Tehran hostage crisis allows, and that if he does not provide aid to sectors hit by the coming recession, he take more pains to explain why in the name of budgetary restraint he cannot.

Analysis of the Tuesday vote shows that the black community, traditionally the unfortunate harvester of recessions, has begun to swing decisively behind Senator Kennedy. It was their support that gave the Senator such a big margin in Philadelphia, Pennsylvania's largest city. Often the last to be hired, blacks are frequently the first to be laid off.

Mr. Bush's victory must shake Mr. Reagan's growing complacency about the nomination. It was at least a vindication of



THE WINNERS: Mr. Bush and Senator Kennedy.

Mr. Bush's contention that in a "head to head" contest with the Californian, with no other candidates on the ballot and with no cross-over from one party to another allowed, the Republican front-runner could be beaten. It however also has to be added that Mr. Bush spent far more money (\$1m against \$150,000) and time in Pennsylvania than Mr. Reagan did.

Mr. John Anderson was not on the ballot in Pennsylvania and got only a smattering of write-in votes. The Illinois Congressman is on the verge of abandoning the struggle inside the Republican party and

announcing an independent candidacy. He is expected to weigh the Pennsylvania result before making his decision final, though a strong hint of his intention came when he cancelled his participation in a Republican TV debate last night in Houston.

The Pennsylvania outcome shows that Mr. Reagan can be beaten on occasion—particularly in the higher industrial states—but there is no evidence that Mr. Anderson would be more adept at it than Mr. Bush. Mr. Reagan, meanwhile, has the endorsement of most of the Republican Party hierarchy

Miller
moves
on aid to
Chrysler

By David Lascelles in New York

ADDITION on Chrysler's application for federal aid could now come next week, sooner than expected. The aid is vital to Chrysler, which has just announced further huge layoffs in an effort to slash costs.

William Miller, the Treasury Secretary, has called a meeting for early next week of the Federal Loan Guarantee Board which was set up by Congress to approve Chrysler's financial rescue plans and authorise the \$1.5bn in federal loan guarantees.

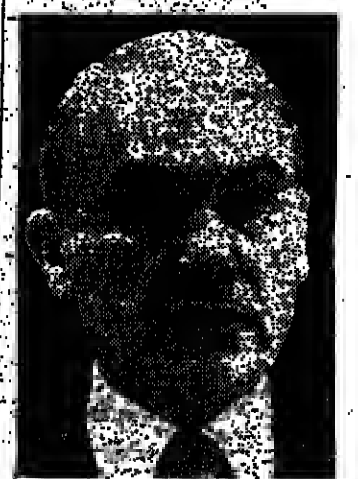
This seems to be an attempt by Mr. Miller to speed up the federal process in the light of deteriorating financial situation. Previously, Mr. Miller had said loan guarantee approval was still some weeks off. But all the signs now indicate that Chrysler has virtually no cash left at all. The company has made it clear that it will run into a cash crisis by the end of this month without Government help.

A Treasury official said yesterday that it was impossible to predict how quickly the board would reach a decision once it had met.

In a further bid to reduce costs, Chrysler has just announced a fresh reduction of 20 per cent in its white collar and clerical staff in the next few weeks. The cuts will save Chrysler about \$200m a year, but they will leave the company very thinly manned indeed at the white collar level.

By the time the layoffs are completed, Chrysler says it will have 25,000 people on its payroll, or 35 per cent less than at the beginning of this year.

Under the federal plan, Chrysler is supposed to provide \$1.5bn in guarantees providing Chrysler come up with \$20m in new borrowings of its own.



Mr. G. William Miller

House backs
draft
registration

By Our Washington Staff

OPPOSITION of President Jimmy Carter's plan to introduce registration for military service are now hoping that it will be filibustered in the Senate. The registration Bill passed the House of Representatives by a fairly easy margin on Tuesday night.

The Bill provides for \$13.5m to meet the cost of registering 18 to 26-year-old young men, who would fill in forms at local post offices that they could be inducted speedily in an emergency.

President Carter proposed the registration in his State of the Union message last January to show the Soviet Union that the U.S. was prepared to back up its explicit warning against intervention in the Gulf area. Mr. Carter said then that the U.S. would use its own troops if necessary.

The House, however, flatly rejected the registration of young women, which Mr. Carter had proposed on grounds of sexual equality. The House vote may revive draft registration as a campaign issue against the President. So far, Senator Kennedy has failed to make much capital of his opposition to it, except with student audiences.

Large rise in petrol
prices in Brazil

BY DIANA SMITH IN BRASILIA

WITH ONLY 24 hours' warning, the Brazilian Government has announced that the prices of a wide range of oil derivatives will rise today. The increases are necessary, according to Sr. Cesar Cals, the Mines and Energy Minister, because more money is needed to pay for imported oil.

Brazil imports about 1m barrels of crude a day. The combination of higher oil prices and regular devaluations of the cruzeiro appears to be straining the financial resources of Petrobras, the country's state-owned oil monopoly. This year's imported crude bill is expected to total between \$8.5bn and \$10bn (\$4.2m-£4.5bn).

Brazilian motorists must now pay Cr. 28 (28p) a litre for petrol, a 300 per cent increase since January, 1979.

Industry meanwhile, squeezed by tight credit, idle capacity in many sectors and the long, politically-critical metalworkers' strike in Sao Paulo, must pay 25 per cent more for a kilo of fuel oil: the new price have risen to Cr. 450 and to Cr. 550 for high and low sulphur con-

tent fuel oil respectively. Rik Turner adds from Sao Paulo: The two striking metalworkers unions in Sao Paulo have voted to continue their action. The mood is one of defiance, particularly since April 19, when Sr. Luis Inacio da Silva, president of the bigger union in the dispute and the leading figure in the Brazilian union movement, was arrested and imprisoned.

Sr. da Silva and some 12 other union officials are to be charged under the national security law with incitement to collective disobedience.

Following Government intervention in the unions, the metalworkers have lost their meeting places—the union headquarters and the local football stadium—and have had to use the local church under authorisation from Dom Claudio Hummes, Bishop of the ABC industrial zone in Sao Paulo. This church support for the strike brought severe criticism from Sr. Said Farhat, Minister for Social Communication, who accused priests in Sao Paulo of "assuming the leadership of the movement."

From April 30 British Caledonian announce the end of the St. Louis blues.

At last, from April 30th you can fly non-stop from London Gatwick to St. Louis, the heartland of America, with British Caledonian.

Because four times every week British Caledonian will operate the first ever non-stop service from London to St. Louis.

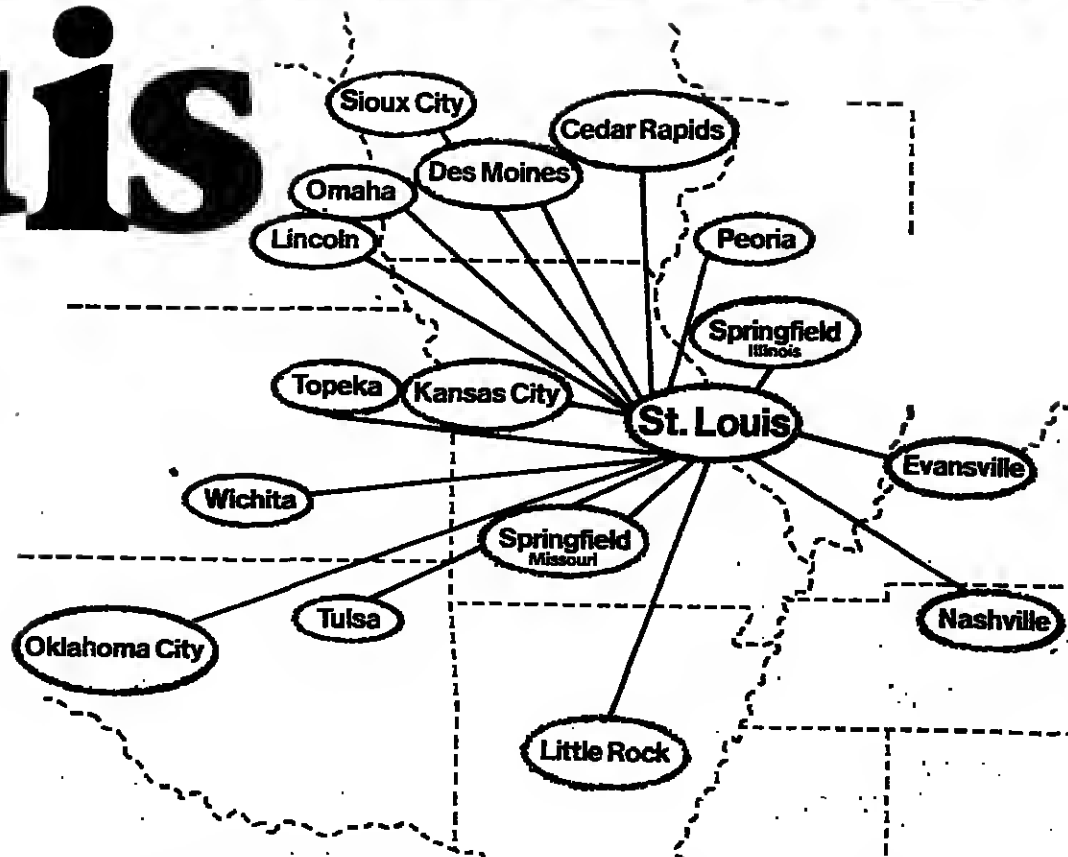
And from St. Louis the whole of the American mid-west is open to you. Kansas City, Oklahoma, Tulsa, Wichita.

But most of all, with our first class, Executive and economy classes and a range of fares from full first class to 11th hour standby, we try to make the flying as enjoyable as your time in the States itself.

So the new St. Louis service

British Caledonian

We never forget you have a choice.



not only brings you much closer to the mid-west, but we hope, that much closer to us. Because we never forget you have a choice.

We know you'll step off the plane in St. Louis singing our praises—because it certainly won't be the blues. For details contact your local travel agent or British Caledonian office.

مكتبة النجف

U.S. \$120,000,000
International
Westminster Bank Limited

Floating Rate Capital Notes 1984



In accordance with the provisions of the Notes, notice is hereby given that for the six months interest period from 22 April 1980 to 22 October 1980 the Notes will carry an interest rate of 16% per annum. The interest payable on the relevant interest payment date, 22 October 1980, against Coupon No. 7 will be U.S. \$86.10

By The Chase Manhattan Bank, N.A., London
Agent Bank

We built a new factory. We built a new test track. We built a new truck.

هكذا من الشرح

Now we'll build your confidence.

The road to the 80's has been a tough one for truck manufacturers.

Environmentalists demanded that trucks should be quieter and pollute the air less.

Operators wanted a truck that performed better for longer and more economically.

The fuel crisis demanded that engines should work harder and drink less. And drivers wanted better safety standards along with all the comforts of home.

Six years ago, it was quite clear to Leyland

can have when building a new truck is a computer.

It gave Roadtrain a chassis frame that achieved the optimum combination of lightness and strength.

It created a shape 35% more wind-cheating than any other production cab, eliminating the need for bolt-on wind deflectors.

It also helped us to win the 1980 Design Council Award.

But that which can create can also destroy.

When it comes to torture tests, a computer shows no mercy.

Roadtrain was subjected to months of the most gruelling tests that a computer could devise. Tests so severe, even a military vehicle would think of surrendering.

We asked drivers what they thought of it so far.

Roadtrain's cab isn't just spacious and comfortable, it's almost indecently so.

Throughout the development of the cab,

dozens of drivers of all shapes and sizes were invited to sample the product.

Their comments not only helped shape the end product, they helped it to operate more efficiently.

Keeping your truck on the road.

A truck as highly developed as Roadtrain deserves a range of support services that are equally as advanced.

Leyland have recently introduced a fully comprehensive package of services called 'Co-Driver'.

It will also come as a comfort to you to learn that Leyland has the largest distributor network in the country.

Go along and see Roadtrain.

Drive it. Compare it. And feel the unshakeable dedication and commitment that the team of Leyland designers and engineers have had to the T45 project from the start.

A truck built in the spirit of success is going to stay out in front for a long, long time.



that if a truck was to meet the demands of the 80's, it had to be founded on new thinking and advanced technology.

And so the T45 project began in earnest along with a new commitment and philosophy; not just to produce the most advanced Leyland, but a range of trucks that would be ahead of anything else on the road.

In order to achieve this, Leyland invested at unprecedented levels in advanced technology to design the T45. In building a new plant to produce it.

And Europe's most punishing test track to prove it.

No effort was to be spared. No avenue left unexplored.

It was going to be done. And, more importantly, it was going to be done right.

Roadtrain. The shape of trucks to come.

Roadtrain 16.28 is the first of the new Leyland trucks to emerge from the T45 project.

It is a giant step forward in both design and engineering terms, yet it remains firmly based on established principles.

So it is evolutionary in concept. Not revolutionary.

Power comes from the Leyland TL12 Flexitorque engine.

A major development of an already proven power unit.

Perfectly matched to the engine is a Spicer 10-speed constant mesh splitter gearbox which is not only more durable, it also gives the driver easier and fewer gear changes.

Leyland helped develop the ultimate in twin-wedge braking for Roadtrain putting more braking surface in contact with the drums, yet taking up less space than conventional systems.

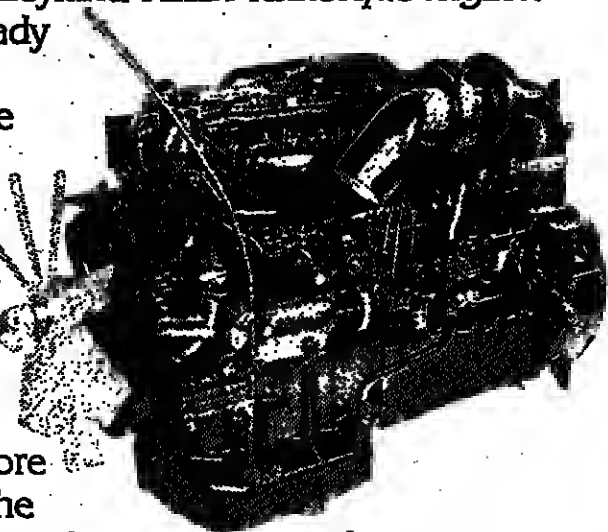
In the original design brief the highest ideals were striven for in terms of performance, durability, driver comfort, safety and reliability.

After the most intensive development and testing programme in Leyland's history, Roadtrain achieves all of these targets.

Designed by computer.

Destroyed by computer.

One of the most useful shaping tools a designer



ROADTRAIN

Leyland Trucks

Delivering the goods.

Leyland Vehicles Limited, Guild Centre, Lords Walk, Preston PR1 1QY.

WORLD TRADE NEWS

Frank Gray, recently in San Francisco, examines the West Coast's booming wine industry

Vintage years ahead for California

A RECENT joint venture agreement between the Rothschild wine interests of France and California's Mondavi winery has dramatised the growing international esteem of the West Coast state's booming wine industry.

The agreement, announced jointly in Paris and San Francisco last week, provides for the production of some 5,000 cases per year of Chateau-type wine to be grown on California soil under the joint auspices of Baron Philippe de Rothschild and Mr. Robert Mondavi.

The deal itself is a small one, but because both men are among the leading vintners in their respective wine-growing regions, it is seen as a further boost to California's reputation as a producer and exporter of quality wines.

It is, however, not the most recent move in what has been a surge of expansion in the quantity of wine produced and sold and in the numbers of wineries now operating within the state.

The California Wine Institute reports that the state last year produced 314m gallons of wine, a rise from the 200m gallons produced at the beginning of the decade and the 100m gallons produced in 1947. Because of the potential of the domestic market and the small but fast-growing export market, the state could well see its production double by 1985.

A few years ago, some of the state's older vintners were startled by what appeared to be the start of a wave of take-overs of some well-established wineries by foreign and eastern U.S. companies, not all of them representing wine interests.

At that time two foreign companies, Mouton Chandon of France and Nestlé of Switzerland had moved into the state where they now own, respectively, the

Domaine Chandon winery and the Beringer Brothers cellars. Coca Cola, the owners of New York State's Taylor Wineries, acquired the premium quality Sterling Winery, north of San Francisco, which played host to Prince Charles on a visit to California two years ago, and the Monterey Vineyard.

The Heublein Food Company

acres of wine grapes were under cultivation, producing 511,000 tonnes. By last year, this had risen to 310,000 acres producing 1.7m tonnes.

The Institute admits that the industry has been slow to develop its export markets but explains that this is largely attributable to the sheer size and demands of the domestic



California vintners Timothy and Robert Mondavi (left) discuss their new winemaking venture with partner Baron Philippe de Rothschild of France.

bought out United Vintners and Inglenook wineries, while Seagrams took over the Paul Masson winery and National Distillers acquired the Almaden winery.

But Mr. John DeLuca, president of the Wine Institute, pointed out that the boom in the wine industry, of which California produces about 80 per cent of all domestic wines, saw an even more impressive surge in small, family-owned wineries. California now has 380 commercial wineries, nearly double the number that were in operation in 1975, he said.

Indicative of the growth is that in 1960, a total of 118,000

market, and traditional resistance by other wine-consuming nations, such as France and Italy, towards foreign imports. But while the export market is small, it has been growing impressively in recent years, and has seen Britain emerge as the top European importer of California wines.

Last year, Britain imported 82,000 gallons compared with only 13,931 gallons in 1974, whereas in the same period, West German imports rose at a more modest rate to 15,000 gallons from 8,600 gallons and imports by France were 18,000 gallons up from 10,700 gallons in 1974.

Britain's emergence as a California wine importer has prompted Sotheby's to organise the first-ever auction of the state's wines in the UK, to be held on June 25. The auction house expects to have some 500 cases of California wines, representing some 53 wineries, on auction at that time. This stock has been shipped direct to Sotheby by wineries or provided by the 15 UK agents handling California wines.

Compared with the state's overall exports of 5.1m gallons, the impact of the European market remains relatively small. Canada is California's chief wine importer, with 3.1m gallons shipped last year.

California has seen the price of their wines soar in the past decade, largely due to the flourishing of the small, up-market wineries. The Mondavi-Rothschild product is expected to fit the state's market at somewhere between \$25-\$35 per bottle. But mid-range quality wines, such as the burgundy and Bordeaux types produced by Almaden, Christian Brothers and Paul Masson, are selling in the UK at between \$2.50-\$4 per bottle. Industry officials indicate that Gallo, by far the largest of the state's bulk wine producers, is interested in moving into the UK.

California is anxious to boost its exports beyond the North American markets as a safeguard against any downturn in home consumption.

Mr. DeLuca emphasised, however, that the domestic market potential remains enormous. Americans, he said, consumed an average 2.03 gallons of wine per person last year, compared with France where the per-capita consumption was 26 gallons and Italy where it was 24 gallons.

S. Koreans in move to halt counterfeits

By Stephanie Gray

THE SOUTH KOREAN Government has agreed to protect British goods from being counterfeited, following pressure from the UK and other countries on South Korea to accede to the Paris Convention for the Protection of Industrial Property.

Mr. Cecil Parkinson, the Minister for Trade, yesterday welcomed the move explaining that, in some export markets, imitation goods are being sold which give the impression that they are made by British companies with known and successful brand names, when they are not.

For example, a UK basketry manufacturer, Samuel Eden of Ashfield, Nottingham, recently complained that Korean companies copy their socks and sell them in the Middle East.

"I have written today to Samuel Eden and the company's MP, Mr. Frank Haynes, explaining that for some time the UK and other countries have been urging the South Korean Government to accede to the Paris Convention for the Protection of Industrial Property."

"They have now done so and, from May 4, the Convention will place on South Korea the obligation to assure effective protection against unfair competition, in particular, to prohibit confusing, false or misleading indications as to the nature, manufacturing process, characteristics or suitability of the goods."

Mr. Parkinson said the British Embassy in Seoul had raised the problems with the South Korean authorities who have undertaken to consider ways and means of ensuring that similar cases do not recur in future.

GM to produce trucks and buses in Taiwan

BY OUR FOREIGN STAFF

GENERAL MOTORS has announced that it will participate in a new joint venture to produce medium- and heavy-duty trucks and buses, as well as diesel engines, in Taiwan.

GM, the world's largest motor manufacturer, will own 45 per cent of the new operation, with the remaining 55 per cent owned by Taiwanese interests, led by the Taiwan Machinery Manufacturing Corporation.

Manufacturing and assembly at the plant is expected to begin in early 1982. Earlier this week, GM reported a collapse in first-quarter earnings to \$155m from \$135m. It has also announced extensive layoffs designed to reduce costs in the U.S.

The agreement follows six months of talks with the TMMC. The new company is to be called

Hua Tung Automotive Corporation in Taiwan with a capital investment of over \$100m, the ministry said.

Mr. Lay Ying, TMMC president, said, however, the joint venture's precise amount of capital investment has yet to be calculated. The joint venture will be formally signed before the end of May this year.

The company will produce heavy-duty trucks and buses with engine displacements ranging from eight to 20 tonnes. In addition, it will also manufacture diesel engines.

Construction of plant will start in the near future at the Chungli Industrial Park, south of Taipei. The plant will be completed in early 1982 to start production of the vehicles. The Taipei TMMC auto plant will temporarily be used to

The deal calls for some 3,000 manufacture of the engine parts, vehicles to be produced during the initial production period. The production will eventually increase to some 10,000 units annually.

A British trade group, organised by the Manchester Chamber of Commerce, began talks yesterday with local traders on possible sales of their products in Taiwan. Reuters reports from Taipei. An official for the group said half of the 14 members already had agents in Taiwan. The rest were exploring the possibilities of marketing their products, including rubber and textile machinery, chemical products, leather, textile testing equipment, riveting tools, dynamic test equipment and asbestos products. The visit ends on Saturday.

Brussels approves research pact

BY GILES MERRITT IN BRUSSELS

THE EUROPEAN Commission has approved in principle the research and development pact just announced by the EEC's six major motor manufacturers. But the Commission has suggested that their individual research budgets should be

aimed at rationalising the research efforts of Fiat, Renault, B.L. of the UK, Peugeot-Citroën, Volvo and West German's Volkswagen, as well as the Swedish Volvo, BMW and Mercedes-Benz, however, are not part of the co-operation scheme.

Production development is explicitly excluded from the arrangement but a joint committee is intended to oversee projects and cut out overlapping expenditure on new technologies.

According to Commission sources, the R and D "club" is to be encouraged to concentrate on developing technologies that will boost the European motor industry's competitiveness in industrial and commercial vehicles. The aim will be to boost the European industry's market share in third or peripheral markets outside Europe, North America and Japan.

gested at the same time that present levels of investment in research, which fluctuate between 2 per cent and 3 per cent of turnover, should be doubled.

The industry research pact is aimed at rationalising the research efforts of Fiat, Renault, B.L. of the UK, Peugeot-Citroën, Volvo and West German's Volkswagen, as well as the Swedish Volvo, BMW and Mercedes-Benz, however, are not part of the co-operation scheme.

Production development is explicitly excluded from the arrangement but a joint committee is intended to oversee projects and cut out overlapping expenditure on new technologies.

According to Commission sources, the R and D "club" is to be encouraged to concentrate on developing technologies that will boost the European motor industry's competitiveness in industrial and commercial vehicles. The aim will be to boost the European industry's market share in third or peripheral markets outside Europe, North America and Japan.

EEC-Australia talks inconclusive

BY PATRICIA NEWBY IN CANBERRA

A TWO-DAY meeting between representatives of Australia and the EEC in Canberra this week resulted in a decision to hold more talks—this time at "expert" level—on the long-standing and at times bitter differences between the two groups.

Mr. Wilhelm Haferkamp, vice-president of the EEC's Commission, who led the EEC delegation described this week's meeting as a "milestone" in EEC-Australian relations. However, nothing concrete emerged except the decision to hold more talks.

This week's meeting was the first of planned high-level annual meetings agreed by the two groups at the conclusion of the GATT Multilateral Trade Negotiations last year.

During the talks Australia continued to press its case for more liberal access to EEC markets for agricultural goods. The EEC, in turn, called for Australia to lower its tariff wall against European manufacturers, especially cars and textiles.

U.K. credit for Romania

BY MARGARET HUGHES

BRITAIN'S Export Credits Guarantee Department (ECGD) has guaranteed a \$5m line of credit which has been made available to the Romanian Bank of Foreign Trade by Morgan Grenfell acting on its own behalf and for the Moscow Narodny Bank.

This is the second ECGD-backed line of credit to be extended this year to the Romanian Bank for Foreign Trade. The first, also for \$5m, was arranged by Lloyds Bank earlier this month.

Over the past month ECGD has announced five new lines of credit bringing the total which it has outstanding in lines of credit to over the £100m mark for sterling loans and the \$250m mark for dollar loans.

The largest was a \$55m project line of credit for Societe Sucriere de Save (SSS) of Benin to enable it to place contracts in the UK for goods and services for a complete sugar factory to be erected at Save. The loan, which is the first ever ECGD backed project for Benin, was arranged by Standard Chartered Bank acting on its own behalf and for Standard Chartered Bank.

The others are a \$5m loan to Československá Obchodní Banka of Czechoslovakia arranged by National Westminster Bank and a \$2m line of credit which Williams and Glyn's Bank has made available to Bangkok Bank. The latter is the first ever ECGD backed line of credit for Thailand.

ASEAN agree to cut tariffs

By Kathryn Davies in Singapore

THE FIVE member states of the Association of South East Asian Nations (ASEAN) have agreed to a 20 per cent cut in existing across-the-board tariffs on intra-group imports with a trade value of less than \$50,000 per item.

The decision was taken at a two-day meeting of economic ministers in Singapore which also approved tariff preferences on an additional 1,498 items, bringing the total number of products under the ASEAN Preferential Trading Arrangements (PTA) to 4,325.

Mr. Peter Brown, sales director of Babcock Moxley of Gloucester has won a \$3m contract to supply handling equipment for a major fertiliser plant in Mexico, and believes that future mineral development there will provide a growing market for similar products.

The company has recently established a Mexican subsidiary, Transmineral, in conjunction with Babcock and Wilcox of Mexico, to assist in the marketing of British equipment.

Mr. Peter Brown, sales director of Babcock Moxley, said that much of Mexico's new oil wealth was being channelled into land improvement schemes which had created more demand for fertilisers, and he expected this to continue.

"A year of harsh success"

Extracts from Sir Peter Parker's Chairman's commentary in British Rail's Annual Report and Accounts for 1979.

For British Rail, 1979 was a year of harsh success, but frustrating too.

We go on winning in the short term, but this positive record threatens our long term prospects.

We achieved an operating surplus of £70.2m and lived within our financial limits in a year characterised in the early months by industrial disruption, and ending with the economy askew again with inflation. We weathered the winter of discontent, coped with successive cuts in our support and financing limits of some £60m, absorbed a massive increase in our fuel bill and kept passenger fares steady for a full year. Amid all this, railways cost the taxpayer 17 per cent less in real terms in 1979 than five years ago.

In June 1975 we set a financial target to peg the level of support for passenger services in subsequent years to the 1975 level in real terms.

We have done better than this in the years 1976-79 inclusive as the following table shows:

	1975	1976	1977	1978	1979
Target	—	358	404	490	544
Result	321	323	362	434	530
Improvement on target	—	35	42	56	14

Our resolute adherence to the integrity of our contractual relationship with Government has been won at a cost. Fare levels are high by European standards and the strains of short term success are showing through, starkly but not surprisingly. In three previous Reports, I have stressed that our short term successes were being bought at a calculated cost in terms of our future.

In 1979 we managed to keep our balance financially within a complex of multiple controls. But as I look to the next few years, I am quite clear

that the relative successes of the late seventies cannot be repeated within the present financial limits.

There are markets to hold under competitive attack, and markets to develop if we can keep our unit costs down. Negotiations are bound to be hard, but none of us can afford that they be slow.

1980 should prove a positive year in developing our financial arrangements with government as banker for BR, as nominee shareholder for the public at large, and as customer for the contract passenger railway.

We argue that the price for the contract railway is still not right, and seems to leave out the factor of quality. We are selling to two customers, the government and the fare-payer. We can produce better value for money, provided that we can have a clearer indication of customer preferences.

THE PROSPECTS FOR RAILWAYS HAVE NEVER BEEN BRIGHTER

For the fare-payer, we can proceed in the normal business-like way of market research and talking to our customers as we deal with them. For the government, the question is inevitably one of forward planning, always a difficult process, and never decisive in its message: but we surely can expect somewhat more precision and firmness than achieved in the past.

1980 can be a year that gives our non-railway groups in the Group new scope. The inhibitions BR works under as a whole are inevitably transferred with the same inconsistencies and inadequacies to our subsidiary groups. For some time the Board has been seeking ways to enhance the prospects of these activities more profitably: with greater flexibility it should be possible to see our companies grow, creating greater job opportunities and cash flows for BR.

1980 will be the year also in which the great issues of Electrification and the Channel Tunnel could become positive—in the sense that a picture develops from the negative. BR has no right to be pessimistic in the midst of the formidable short term problems.



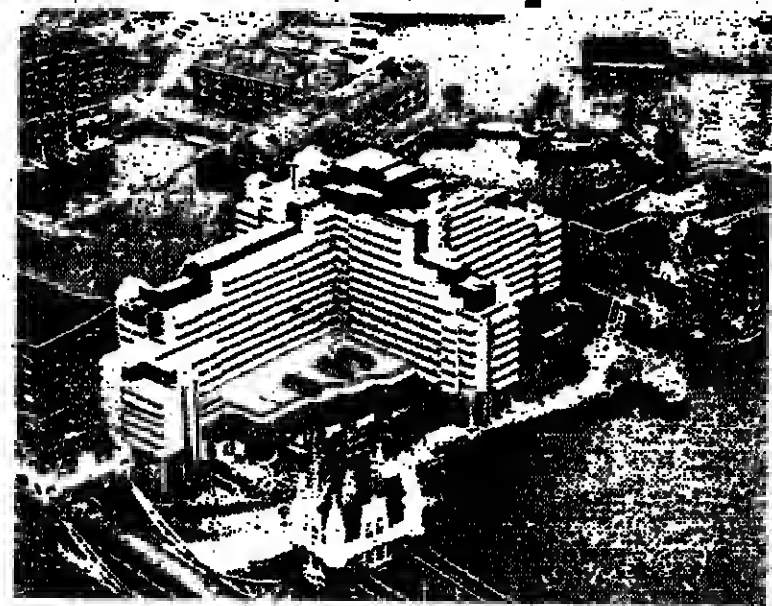
"The time for the train has come again"

Ours is an industry for the long term. Our short term problems, compressed by the crisis of inflation, should not be allowed to eclipse the prospects for railways. These have never been brighter in the life time of those now working in the industry. We are an industry that is advancing, not retreating. The time for the train has come again.

HIGHLIGHTS OF 1979

- **GROUP RESULT:** For the fifth year in succession, BR lived within the cash limits set by Government for running the passenger railway.
- **PASSENGER** mileage was the highest recorded since 1961, when the rail network was 30 per cent bigger. Railcards for families, students and senior citizens produced an estimated £70m.
- **FREIGHT** carryings were below forecast levels at 169m tonnes. Non-passenger rail activities showed a loss of £4m, underlining the importance of changes in the freight sector to make unit costs more competitive.
- **PARCELS** achieved a small surplus and Red Star carrying rose by 10 per cent to continue the story of growth in this premium area of the business.
- **FREIGHTLINER** recovered from losses early in the year and produced a final operating surplus of £2m, more than double that of 1978.
- **RESEARCH** work at the Railway Technical Centre in Derby has helped to cut the costs of railway electrification by £10,000 a mile.
- **BRITISH RAIL ENGINEERING LTD** ended the year with outside orders worth £50m, the bulk for export customers.
- **TRANSMARK**, the Board's consultancy, won a three year contract with the American Federal Railroad Administration and had teams working on projects in 29 countries.
- **SEALINK UK LTD** had an operating surplus of £13.7m. Two new ships were launched out of four on order for the Sealink fleet.
- **SEASPEED** British Rail Hovercraft Ltd doubled carryings of passengers and cars on its cross-Channel routes and more than halved its losses.
- **HOTELS** were hit by a fall in overseas tourist traffic, but turned the year on an improving trend.
- **PROPERTY** had an operating surplus of over £29m and contributed £41m to the Board's cash flow.
- **BRITISH TRANSPORT ADVERTISING** had another record year and contributed a net surplus of £3.4m.

Five minutes from the City is an island of peace.



The Tower Hotel is only five minutes walk from the bustling City of London. Yet the atmosphere is as rich and tranquil as an island paradise.

We're surrounded by water on three sides: the Thames, and St. Katharine's Yacht Haven.

The luxurious decor, the superb, attentive service, and the peaceful atmosphere are enough to relax you after the most gruelling business day. Every one of our

The Tower Hotel.

rooms is double-glazed, air-conditioned, with bathroom, shower and direct-dial telephone. Practically all of them look out over water.

The Princes Room Restaurant, one of three, will satisfy the most demanding palate. There are pleasant bars, 24-hour room service, full conference facilities and a very friendly welcome waiting for you, too.

St. Katharine's Way, London E1 9LD. Telephone: 01 481 2575. Telex: 895934.
Other hotels in the EAG Group are The Suffolk Hotel, The Royal Westminster Hotel, The Royal Trafalgar Hotel, The Royal Horse Guards Hotel, The Royal Angles Hotel in London, and The Royal Angles Hotel in Birmingham.
Central Reservations Office: 170 Tottenham Court Road, London W1.
Telephone: 01 388 5055. Telex: 24165.

EMI HOTELS
We put you first.

Help on loans for tourist projects

BY JAMES McDONALD

INTEREST relief grants on loans raised from the private sector are to be provided by the English Tourist Board as part of its financial help this year to tourist projects in England's Assisted Areas under Section 4 of the Development of Tourism Act 1969.

"We shall now be able to make interest relief grants in addition to, or as an alternative to, making capital grants," said Mr. Michael Montague, the Board's chairman. But the Board's powers of making loans or capital grants remain.

The interest relief will be available to commercial, revenue-earning projects where the borrowing is from a recognised bank or finance house.

The basic relief will be 3 per cent per annum for up to the first four years from an agreed date but the Board may give higher rates of relief for the first two years of the period.

Total aid from public funds will continue to be subject to an upper limit of 50 per cent of the project cost.

But Mr. Montague said the interest grant scheme was designed to enable tourist projects in the Assisted Areas to be financed from the private sector rather than the public sector. "Loans from Section 4 funds will, therefore, only be offered in exceptional circumstances."

A total of \$4.25m is available in 1980-81 to provide assistance to Section 4 projects, compared with \$4.17m last year. This is a cut in real terms, but Mr. Montague hopes the funds will facilitate investment of over \$30m through the interest relief grants, greater selectivity in the Board's programme, and maximum help to small businesses.

North Sea products 'should be sold at preferential prices'

BY ROY HODSON

FEEDSTOCKS derived from North Sea oil and gas should be sold to British-based chemical and petrochemical companies at a preferential price, said Mr. Roger Kingston, president of the Process Plant Association.

Mr. Kingston told the association's annual dinner in London that industry as a whole would benefit from such an arrangement. It would be a logical way for the nation to benefit from the North Sea's vast assets.

"Our present policy is to follow OFPEC pricing which produces massive profits for the oil producers and a massive tax take by government from those profits and from other levies," he said.

"This money is recycled through the Government but I wonder how much of it goes back into investment in the manufacturing industries."

A preferential price system would have only a minimal

effect on the tax take but would have an enormous multiplier effect by increasing the profitability of British-based chemical and petrochemical manufacturing companies.

This would strengthen further investment not only in plants in process the feedstocks but in those which, although attractive investments, were being held back for shortage of cash.

Preferential prices should be considered very seriously as a means to stimulate much-needed orders.

The process plant industry, said Mr. Kingston, was continuing to produce very valuable overseas trade figures. Last year exports were worth \$427m, against imports of \$249m.

He also urged the Government to adopt a more flexible approach to the use of overseas aid.

Mining research urged

BY MARTIN DICKSON, ENERGY CORRESPONDENT

A CALL for a substantial improvement in the National Coal Board's methods of restoring open-cast mining sites was made yesterday by the Council for Environmental Conservation, an umbrella body for some 30 British environmental groups.

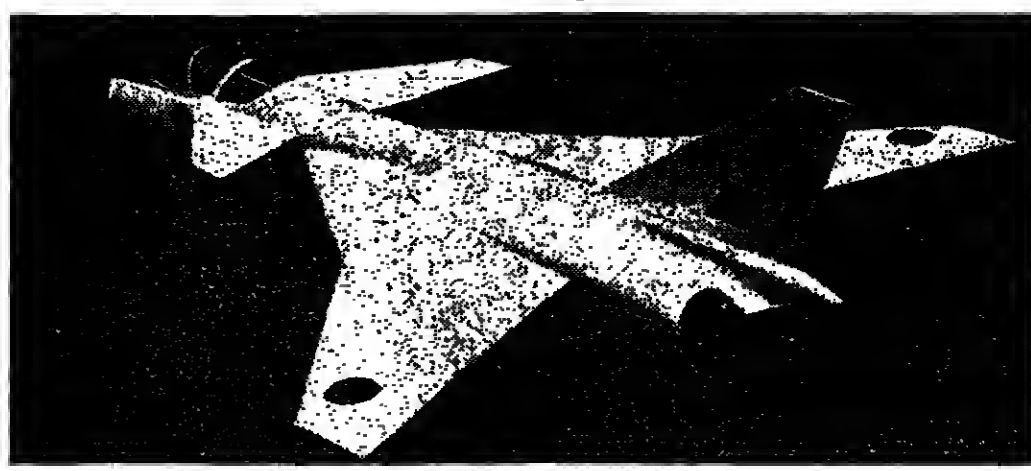
In a 40-page report it also recommended a wide-ranging programme of research into the effects of open-cast operations and methods of land restoration, coupled with much closer monitoring of work at individual sites.

"The impact of open-cast coal mining is impinging increasingly on the environment as coal reserves under existing derelict land are worked out and applications are made to move into land of higher agri-

cultural and scenic value," the report said.

"It is highly desirable that where such areas have to be open-cast they should be restored in ways which do not diminish the value of any of these characteristics, whether of landscape, fertility, fauna or flora."

The report was undertaken in view of the coal board's plan to increase open-cast production to 15m tonnes a year by 1985, just under 10 per cent of its total output. The Council said that from 1943 to 1976 some 157,000 acres were occupied for open-cast mining, of which 120,000 acres had been restored. The report said the coal board has a high reputation for pioneering restoration methods



European Combat Aircraft should go ahead, manufacturers urge

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

THE UK, West German and French governments have been urged by their principal military aircraft constructors to continue the development of a new European Combat Aircraft (ECA), a proposed model of which is shown above.

This aircraft is required to replace ageing Jaguar fighters in the RAF and French air force by the late 1980s and early 1990s, and to replace Phantom in the German Luftwaffe.

It would cost several billion pounds to develop and produce, with 700 aircraft likely to be needed at \$5m to \$7m each at current prices.

The three manufacturers—British Aerospace, Messerschmitt-Bölkow-Blom of West Germany and Avions Marcel Dassault-Breguet of France—

have completed an initial joint study of the type of aircraft needed.

They have agreed on a single-seat, twin-engine, high-performance aircraft, embodying the UK's Air Staff Target 403 design, the TCR-90 of West Germany and the ACT-92 of France—all of which are industry responses to air force specifications for a new combat aircraft to complement the existing Tornado multi-role combat aircraft.

The manufacturers' efforts have led to the creation of a joint Anglo-French-West German team, which has met in recent months in all three countries and has reached what they describe as "an encouraging degree of agreement, including a significant degree of commonality."

This means the manu-

facturers are satisfied they can work together on an aircraft meeting the requirements of all three air forces, although many details, such as work-sharing and cost-sharing, have yet to be settled.

A \$75m contract for developing an improved version of the Skyflash air-to-air missile has been awarded by the Ministry of Defence to the Dynamics Group of British Aerospace.

Called the Mark 2, this missile will give the RAF's combat aircraft greater effectiveness and will improve the capabilities of the long-range air defence version of the Tornado.

The Mark 2 Skyflash will remain operational beyond the 1990s.

Report says low pay causes engineers to leave the industry

BY LISA WOOD

LOW PAY and poor career prospects are some of the major reasons for craftsmen leaving the engineering industry, says a report published today by the National Economic Development Office.

The report, Focus on Engineering Craftsmen, says the rate at which craftsmen are continuing to leave the industry remains a cause for major concern.

However, Mr. Geoffrey Chandler, development officer in the director-general, said in his foreword that problems of job security and narrowing differentials could be overcome.

The report "demonstrates that steps towards solving the problem can be taken at company level and that, constructively tackled, the problem is not an insoluble one," he said.

A shortage of engineering craftsmen is not a new problem, having been identified as a constraint on performance by sector working parties in 1976.

The latest study says companies which are successful in retaining staff devote considerable time and effort to industrial relations and particularly to the negotiation of pay and grading systems.

These "provide adequate earnings and differentials appropriate to the skill of their employees. Such grading systems can provide a basis for improved training and career opportunities," says the report.

The report gives special attention to the problems of maintaining apprentice intake levels and if keeping younger craftsmen, who make up one-third of those who leave, in the industry. It suggests that companies need to ensure that in-plant apprentice training is used more effectively.

In particular, the skill implications of changing technology should be incorporated in company training.

In discussing utilisation of staff the report says improvements could be made by effective production planning and control as well as improvements in stock and tool availability.

Audi 200 Turbo to go on sale

By John Griffiths

AUDI'S FIRST turbocharged car, the 200 Turbo, is to go on sale immediately in Britain costing £12,950. The company sees it as a rival to luxury cars such as the Jaguar XJ6, Mercedes 280 and the BMW 7 series.

It expects to sell 1,000 of the cars this year and is aiming at 10 per cent of the UK luxury car market. Its 2-litre, 5-cylinder engine is reputed to provide overall consumption of about 24 miles per gallon with a top speed of 125 mph.

UK ECONOMIC INDICATORS

ECONOMIC ACTIVITY—Indices of industrial production, manufacturing output (1975=100); engineering orders (1975=100); retail sales volume (1975=100); retail sales value (1975=100); registered unemployment (excluding school leavers) and unfilled vacancies (000s). All seasonally adjusted.

	Indl. prod.	Mfg. output	Eng. order	Retail vol.	Retail value	Unemp.	Vacs.
1978							
4th qtr.	110.3	103.0	109	101.7	132.3	1,340	230
1979							
1st qtr.	110.1	102.6	98	100.7	134.0	1,351	254
2nd qtr.	114.8	107.1	106	106.2	144.8	1,299	256
3rd qtr.	110.1	102.6	98	100.7	134.0	1,351	254
4th qtr.	113.1	103.0	99	99.5	144.6	1,269	247
Nov.	112.9	104.8	105	101.7	151.9	1,288	250
Dec.	114.4	105.3	114	102.5	153.2	1,258	234
1980							
Jan.	111.9	102.4	103.0	105.3	1,339	207	
Feb.			104.1	158.7	1,414	181	
March					1,414	181	
April					1,458	169	

OUTPUT—By market sector: consumer goods, investment goods, intermediate goods (materials and fuels); engineering output, metal manufacture, textiles, leather and clothing (1975=100); housing starts (000s, monthly average).

	Consumer goods	Invst. goods	Intmd. goods	Eng. output	Metal mfg.	Textile etc.	Housing starts
1978							
4th qtr.	105.8	97.3	123.9	97.0	100.2	102.2	20.3
1979							
1st qtr.	106.0	99.3	126.9	98.9	98.4	100.1	12.9
2nd qtr.	108.7	102.9	132.5	102.7	110.1	103.0	21.3
3rd qtr.	105.7	96.0	132.1	94.9	103.8	100.1	21.0
4th qtr.	105.0	101.3	129.5	99.4	100.9	94.3	18.1
Oct.	104.0	98.0	130.0	96.0	102.0	96.0	20.5
Nov.	106.0	103.0	132.0	101.0	103.0	96.0	19.2
Dec.	105.0	103.0	128.0	101.0	98.0	92.0	14.6
1980							
Jan.	107.0	101.0	127.0	101.0	65.0	96.0	13.1
Feb.	106.0	101.0	124.0	100.0	57.0	92.0	11.4

EXTERNAL TRADE—Indices of export and import volume (1975=100); visible balance; current balance (£m); oil balance (£m); terms of trade (1975=100); exchange reserves (£m); Export volume balance; Current balance; Oil balance; Terms trade; Resv. US\$bn.

	Export volume	Import volume	Current balance	Oil balance	Terms trade	Resv. US\$bn
1979						
1st qtr.	109.0	116.9	-1,588	-1,215	-235	107.0
2nd qtr.	135.3	128.9	-486	-310	-229	106.4
3rd qtr.	125.8	128.1	-439	-288	-159	104.5
4th qtr.	120.9	128.9	-745	-674	-157	103.7
Nov.	131.8	125.8	-75	-51	+27	104.1
Dec.	131.3	121.2	-252	-229	-88	102.6
1980						
1st qtr.	131.6	126.7	-723	-573	-126	100.7
Jan.	129.9	128.3	-251	-271	-74	100.9
Feb.	130.8	128.1	-226	-176	-52	100.5
March	128.0	122.8	-176	-126	0.0	100.6

FINANCIAL—Money supply M1 and sterling M3, bank advances in sterling to the private sector (three months' growth at annual rate); domestic credit expansion (£m); building societies' net inflow; HP, new credit; all seasonally adjusted. Minimum lending rate (end period).

	M1 %	M3 %	Advances %	DCE %	BS inflow	HP lending	MLR %
1979							
1st qtr.	7.6	9.3	33.6	+1,525	777	1,581	13
2nd qtr.	8.7	17.2	28.5	+2,707	777	1,587	14
3rd qtr.	15.5	10.2	13.2	+2,409	933	1,579	14
4th qtr.	5.1	12.6	16.2	+2,891	839	1,564	17
Nov.	6.5	13.3	18.0	+1,094	124	698	17
Dec.	5.1	12.6	16.2	+250	161	593	17
1980							
1st qtr.	-2.3	9.6	25.4	+1,589	634		17
Jan.	-8.1	8.7	22.6	+777	235	658	17
Feb.	-6.4	10.0	20.7	+505	199	657	17
March	-2.3	8.6	25.4	+807	200		17

INFLATION—Indices of earnings (Jan. 1976=100); basic materials and fuels, wholesale prices of manufactured products (1975=100); retail prices and food prices (1974=100); FT commodity index (July 1952=100); trade weighted value of sterling (Dec. 1971=100).

	Earn. index	Basic matls.	Wholesale	RPI	Foodst.	FT commodity	Strg.
1979							
1st qtr.	144.2	153.4	161.6	206.9	218.8	268.88	64.0
2nd qtr.	147.3	163.3	168.0	216.5	225.2	293.55	67.4
3rd qtr.	154.2	169.9	176.4	231.1	231.9	301.66	71.0
4th qtr.	161.7	183.9	181.8	237.6	237.2	295.13	68.5
Oct.	158.1	178.1	180.3	235.6	234.5	291.24	68.4
Nov.	162.1	186.0	181.6	237.7	237.0	297.22	68.4
Dec.	165.1	187.5	183.4	239.4	239.9	295.13	68.7
1980							
1st qtr.	156.8	191.3	184.5	248.5	247.5	294.47	72.4
Jan.	163.0	193.5	188.5	245.3	244.8	308.69	71.4
Feb.	167.3	197.6	191.5	248.8	248.7	304.27	73.2
March		199.4	194.0	252.3	251.1	294.47	72.5

* Not seasonally adjusted.

CONTRACTS

£2m pagers for the Post Office

STANDARD TELEPHONES AND CABLES (STC) has won an order worth over £2m for 30,000 advanced wide-area radio-pagers from the Post Office. It is the largest single Post Office order for pagers. The STC pager, which uses a specially developed integrated circuit—a radio on a chip—is little bigger than a cigarette lighter and weighs only 2.13 oz. Every pager is allocated telephone numbers unique to each unit. Calls placed to any one of a pager's telephone numbers cause an appropriate radio signal to be transmitted from a central station. One of four different easily-identified patterns of beeps indicates to the pager user the origin of the call.

A small family-owned British brewery has won an export order for half a million "glasses" of beer from an American distributor, Advanced Beer Brands, Waltham, Mass. The trial order is for a thousand barrels of Old Bedford Ale from CHARLES WELLS, over 500,000 half-pint units, supplied in 10 oz wide-mouth bottles. Because of its strength, the beer will be sold as a four-pack—instead of the traditional American six-pack.

WESTCODE SYSTEMS, industrial automation specialist of Westinghouse Brake and Signal Company, a Hawker Siddeley company, is manufacturing a computer-based monitoring system worth over £350,000 for Pipe Line Technologists, acting as agents for Shell UK Exploration and Production. The contract is for supervisory and integrity monitoring of two independent pipelines associated with the onshore development of the North Sea, one transporting gas 18 km to Peterhead power station, the other transporting condensate liquid 25 km to Cruden Bay.

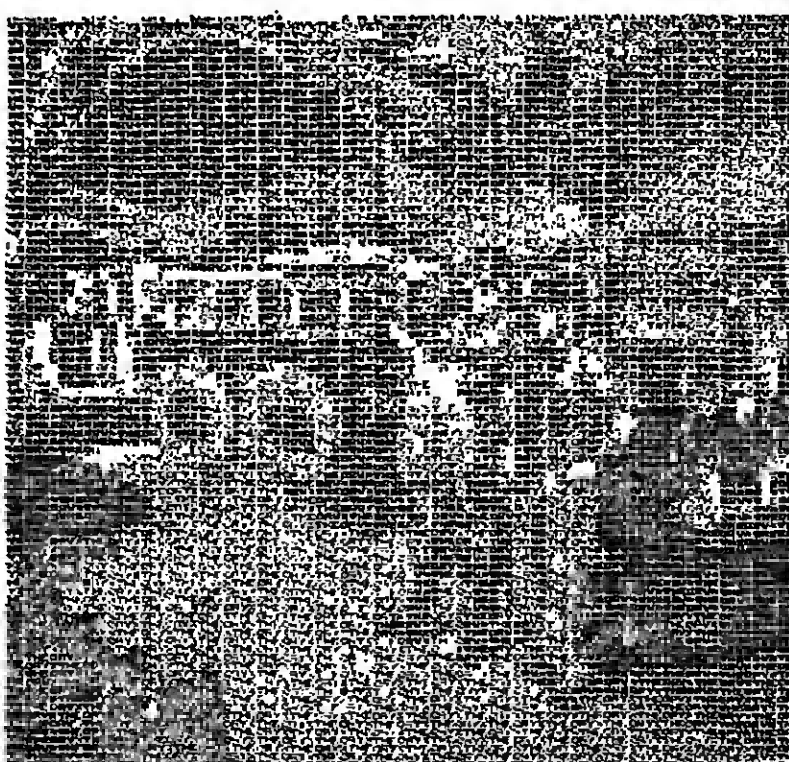
REDIFON TELECOMMUNICATIONS has received an order from the Independent Broadcasting Authority for MF broadcast transmitters in the new Redifon ET1000 series. The order, worth some £160,000, is for two 1 kW and eight 500W transmitters.

THE Post Office has awarded FLESSEY CONTROLS a contract worth more than £1m for the supply of three 4680/Model 20 systems which will be used as line concentrators to extend the subscribed connection capacity of the inland Strowger telex network. Model 20 is a fully electronic SPC system. Each of the three systems will enable a further 1,000 subscribers to be connected to the UK telex network.

Chevron Petroleum UK has awarded a contract for the provision of standby vessels at the Ninian Northern, Southern, and Central Platforms to the COLNE GROUP. Worth over £11m, the contract includes provision of two Colne 250 Survivor Class Vessels covering the Northern and Southern Platforms and the new 800 Class Survivor Class vessel, the M.V. Spurn, on station at the Central Structure.

THEORY

A top corporate bank should offer the mining industry financing suited to its specialized needs.



REALITY

Continental Bank offers financing using future production as present collateral.

Our innovative financing helps the mining industry optimize the profitability of previously untapped resources. It's what you expect from a top corporate bank. At Continental Bank, it's reality.



CONTINENTAL BANK

Continental Illinois National Bank and Trust Company of Chicago

Argentina • Australia • Austria • Bahamas • Bahrain • Belgium • Brazil • Canada • Colombia • France • Greece • Hong Kong • Indonesia • Italy • Japan • Kenya • Korea • Lebanon • Malaysia • Mexico • The Netherlands • The Philippines • Singapore • Spain • Switzerland • Taiwan • Thailand • United Kingdom • Venezuela • West Germany • United States • Chicago • New York • Los Angeles • Houston • Dallas • Miami • Cleveland • San Francisco • Denver

UK NEWS

Lloyd's syndicate faces £10m insurance claims

BY JOHN MOORE

THE LARGEST livestock underwriting syndicate in Lloyd's of London is facing insurance claims of more than £10m for one underwriting year.

As a result 365 individual members of the syndicate are to be asked to provide more cash from their own resources to meet the deficiency of the syndicate caused by the claims. The cash call, a rare occurrence in Lloyd's, has been caused by a series of claims on reinsurances contracts under which the syndicate offered reinsurances on livestock in the U.S. market; and an adverse underwriting experience from the insurance of pigs in Spain. An outbreak of African swine fever in the summer of 1979 caused losses on a 1978 insurance contract.

The syndicate is number 627 and is managed by Lloyd's underwriting agents, Butcher and Hall.

Although the syndicate has received premiums of £7m for the 1978 underwriting year, for the total business, these have not been sufficient to offset the volume of claims running at more than £10m.

Once the syndicate has completed recoveries under its own reinsurance arrangements the total claims will be reduced to less than £10m.

Those members of the syndicate, who are all individually liable to the full extent of their means to meet losses, and who have accepted a standard share of the premium of £10,000 in their underwriting, will have to inject into the syndicate £3,000 on account. The total amount required from the members who have underwritten a standard share may rise to £7,000.

The cash call can be met from the members' existing Lloyd's assets and it could be that their own wealth outside Lloyd's needs not be utilised to meet the call.

Failure

Auditors for the syndicate are attempting to finalise the accounts and members of the syndicate are to be notified as to the exact amount required towards the end of next week.

The problems of the syndicate have been partly compounded by the failure of Armour Hick Parker, a Lloyd's broker, with which the syndicate had a relatively large account. The failure of the broker left the syndicate with unsecured creditors' claims of £170,000 which it has had to carry in its books as a debit item.

The real problem of the syndicate, which has shown 12

years of unbroken profitability, has been an unfavourable trading cycle. Premium rates have been depressed as a result of intense competition, while the value of claims has soared. Some horses can be insured for as much as \$40m.

The livestock market is now showing signs of improving with premium rates hardening. Meanwhile, other areas of the Lloyd's market, particularly marine insurance, are experiencing one of their worst ever underwriting years as a result of soaring claims. These are producing losses because premiums, under pressure from competition, have been set at uneconomic levels.

Lloyd's leaves its accounts open for three years so that losses may be taken back to the year in which the business was originally accepted. The latest results, which were published in September of this year, will show figures for the 1977 underwriting year. These are expected to be poor because of the computer leasing losses of £156m, the largest losses ever in Lloyd's history.

Lloyd's said yesterday that the report of an internal working party, headed by Sir Henry Fisher, examining self-regulation within Lloyd's, is to be published in full. It is expected to appear in June.

British Airways accused of overpricing

BY MICHAEL DONNE, Aerospace Correspondent

BRITISH AIRWAYS was accused yesterday of offering new air fares to Miami that are "totally overpriced and bear no relation to costs."

Mr. Martin O'Regan, Air Europe chief executive, told the Civil Aviation Authority in London that if his airline was awarded the London (Gatwick)-Miami route, it would offer fares 32 to 52 per cent cheaper than those of British Airways.

Air Europe's cheapest return fare would be £190, £64 less than the comparable British Airways rate. Air Europe's Super Apex return fare during the July-September peak period would be £770, against the British Airways £838.

Mr. O'Regan said British Airways rates were unjustified and could damage tour operators contracted to use its services.

"British Airways will undermine public confidence in the travel industry by announcing such inflationary fares, which have to be surcharged to thousands who have already booked their holidays."

"Perhaps British Airways are cashing in on the high demand and load factors on the route, and the enormous stimulation in holiday bookings to Florida created by our associated company, Intasun," said Mr. O'Regan.

Air Europe is battling with Laker Airways to become the second UK airline flying London to Miami, in competition with British Airways.

A comparable battle is under way in the U.S. Pan American is already serving the route, but a second U.S. airline is to be licensed. Many U.S. operators have applied, including Eastern, Braniff and Air Florida.

British Airways said: "We do not accept that our fares are overpriced. And they are cost-related."

"They have been set at the lowest levels consistent with long-term profitability, and are based on many years of operating the London-Miami route."

Call for world summit of trades unions

A WORLD summit meeting of trades unions to discuss peace and nuclear disarmament was proposed yesterday at the Scottish Trades Union Congress in Perth.

Mr. Ray Buckton, general secretary of the train drivers' union ASLEF, argued that a new initiative was needed urgently if the world was not to slide into a third conflict.

He said governments as well as trade unions should get together for further dialogue instead of handing threats over trouble spots like Iran and Afghanistan.

Supplies have been restricted in the West for the past year or so since the Iranian crisis. Some aircraft have been grounded for lack of fuel, and aircraft sales have slackened.

Users have been advised not to use motor gasoline in their aircraft. This could cause accidents and invalidate manufacturers' guarantees, insurance cover and airworthiness certificates.

The Energy Department is exploring the possibility of changing the fuel's technical specifications, without reducing safety limits or the octane number.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not be—it could ease the supply position and help with production costs.

There is to be a meeting soon between officials of the Department, the association, Shell and British Petroleum to discuss further refining and supply.

her, to allow it to be produced at motor gasoline refineries through blending.

If this is possible—and it may not

Industrial Leasing:

هكذا من العمل

Why we believe we can do more for you than any other leasing company.

- 1. Experience.** We have been handling the total range of leasing transactions including Industrial Leasing, computers and cars in the U.K. for well over a decade.
- 2. Talent.** Our executives are drawn from banking, accountancy, legal and actuarial professions - professional people capable of understanding the financial aspects of your company's business and how they relate to leasing.
- 3. Strength.** We are a member of the Midland Bank Group which means our financial standing and resources are of a magnitude that allows us to take on virtually any size of leasing arrangement.
- 4. Service.** We endeavour to maximise your company's return on its financial commitment by carefully constructing individual leasing packages that take full advantage of your financial situation. We believe we are better at achieving this aim than any other leasing company. And that cannot just be our belief because, year after year, more and more companies come to us for Industrial Leasing.

To learn more about our approach to leasing and how it could help your company, please contact us.

Midland Montagu Leasing Limited



Head Office: Gillett House, 55 Basinghall Street, London EC2V 5DN. Telephone: 01-606 5951/4. Member of the Midland Bank Group.
Regional offices: SOUTH: London 01-638 1674/8 MIDLANDS: Birmingham 021-454 4305
Leicester 0533-553104 NORTH: Leeds 0532-457591/2 Manchester 061-834 9766/7 Newcastle upon Tyne 0632-28797 SCOTLAND: Edinburgh 031-225 4648 Glasgow 041-221 5621 Aberdeen 0224-29441 NORTHERN IRELAND: Belfast 0232-28221

Labour dispute on Iran sanctions

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

DIFFERENCES OF opinion emerged in the Labour Party yesterday over the decision of the Government and the eight other EEC countries to impose economic sanctions against Iran from May 17 if political and diplomatic measures fail to release the American hostages.

Speaking in the Commons, Mr. Peter Shore, Labour's shadow Foreign Secretary, supported the sanctions policy. He was responding to a statement from Mr. Douglas Hurd, Minister of State at the Foreign Office, who had reported to the House on the decisions taken by the EEC Foreign Ministers in Luxembourg on Tuesday.

During the exchanges which followed, some Labour MPs came out against economic sanctions and there were indications that they would vote against legislation which the Government will have to introduce to implement the economic measures.

Only an hour earlier, Mr. Denis Healey, shadow Chancellor of the Exchequer, had told a Press Gallery lunch that in his opinion economic sanctions were doomed to failure.

"I don't think that economic sanctions are likely to produce the results, either in terms of getting the release of the hostages or in improving the situation in Iran," he said.

There was no evidence from history that sanctions would work, particularly in a country like Iran which imported a great deal of its goods by land and sea and which had an open frontier with the Soviet Union and a number of Arab countries.

"I fear that sanctions will make the situation worse not better," he declared.

"They always tend to help extremists rather than moderates in the country to which



HEALEY: "Sanctions doomed to failure."

they are applied, and to exacerbate feelings."

He posed the question: "If economic sanctions don't work what is the next step and what is the step after that?"

"It is very unwise to commit oneself to get on to an escalator which will take you automatically towards a consequence that will be extremely damaging to everyone."

Any military action in the Gulf would lead to the Arab countries shutting off supplies of oil to the West. Before moving towards a further "inevitable step," we should take time to develop an approach which was more likely to have the consequences we wanted.

Mr. Healey thought that the Iranian situation was the most serious crisis since the Korean war.

"The way it is being handled

gives us the risk of a quite catastrophic breakdown in the Western world," he warned. "If it is mishandled further, it could lead to a situation which is pregnant with the risk of war."

In the Commons, Mr. Shore said the country was embarking upon a serious and uncertain course. The Opposition had made clear the view that the unlawful detention of the U.S. diplomats in Iran was unacceptable and that the international community should join together in diplomatic, political and economic—but not military—measures to bring about their early release.

"We reaffirm that view now," he emphasised. The Opposition would give "proper consideration" to any legislation on economic sanctions.

However, if the policy was to have a reasonable chance of success, such sanctions should be applied by more countries than the EEC Nine. It would be better to pursue the policy through the OECD which included the U.S., Canada, Japan, Australia and New Zealand.

He also thought it worthwhile making a renewed attempt for Soviet co-operation on the hostages.

Mr. Hurd promised that the Government would think carefully about a further approach to the Soviet Union. He said that the implementation of economic sanctions was a decision of great gravity.

"If it becomes necessary to implement them a wide range of commercial activities will be affected," he warned.

"It is our hope that—at this eleventh hour—the Iranian authorities will draw the inescapable conclusion that the continued detention of the hostages is not in Iran's own interest



HURD: "Decision of great gravity."

and should be brought to an end without delay."

From both sides of the House, concern was expressed about the situation that would arise if America took military action against Iran.

Mr. Hurd stressed: "We would regard any suggestion—and no suggestion has yet been made—of military action as having very dangerous implications indeed."

Mr. Enoch Powell (Ulster Unionist, South Down) suggested that the Government had overlooked the ineffectiveness and counter-productiveness of economic sanctions.

He said there was a widespread dislike in this country of seeing Britain dragged after the chair of wheels of the United States, which would not act in the same way if the roles were

reversed.

According to Mr. David Winnick (Lab., Walsall North), there was little enthusiasm in the country for economic sanctions. Some Labour Members would vote against them when the opportunity arose.

Another Labour MP, Mr. Leslie Spriggs (St. Helens) said that regretfully it looked as if sanctions would have to be applied to obtain the release of hostages. But he asked for an undertaking that there would be compensation for all British firms affected by the sanctions and special measures to deal with the unemployment which resulted in this country.

Mr. Hurd agreed that Ministers would need to consider this aspect carefully.

In the Lords, Lord Carrington, the Foreign Secretary, made a similar statement on Iran.

"The time has come to find some more concrete and far-reaching way of expressing our abhorrence at the continued defiance of the rules of international behaviour," he said.

He had begun seeking support for the EEC action from other NATO countries and from Japan. The measures would be more effective if taken by all industrial countries.

The TUC general council agreed that economic sanctions would have a significant effect on Britain but the Government had been fully aware of the consequences when the measures were agreed.

While everyone wanted to avoid a military confrontation, it was equally unacceptable "to see your ally humiliated in the opinion and not help them."

He said he had heard reports that Iran and Russia had signed an economic agreement but could add nothing further.

Unfair dismissal changes 'cosmetic'

By Ivor Owen

CHANGES IN the procedure to be followed by industrial tribunals in dealing with cases of alleged unfair dismissal were admitted to be not much more than "cosmetic" by Mr. Patrick Mayhew, Under Secretary for Employment in the Commons last night.

But he still insisted that they will have the effect of encouraging small companies worried by the burdens imposed on them by the existing provisions in the Employment Protection Act to take on more staff.

This claim, made during further debate on the report stage of the Employment Bill, was ridiculed by Labour MPs.

Mr. Harold Walker, a front bench spokesman, an employment, quailed a recent survey which he maintained showed that small businesses were more concerned about the Government's decision to increase VAT to 15 per cent and the high level of interest rates, than the consequences of unfair dismissal hearings by industrial tribunals.

An Opposition attempt to delete from the Bill a clause removing the requirement that an employer must satisfy the tribunal that he had acted reasonably in dismissing a worker, was defeated by 321 to 232 votes, a Government majority of 80.

Mr. Mayhew pointed out that in addition to seeking to return the onus of proof as to the reasonableness of a dismissal to an employer, Labour MPs were also advocating a change in the Bill which would remove the requirement on the tribunal to take account of the size and administrative resources of the firm in determining whether an employer had acted reasonably.

The change which the Government proposed in the Bill was designed to remove the widespread feeling—a feeling which was open to challenge—that under the existing procedure for dealing with unfair dismissal cases, the employer was assumed to be guilty until he had proved himself innocent.

Mr. Mayhew conceded that industrial tribunals would have no difficulty in rebutting any charge of bias.

Callaghan fends off commitment on missiles

BY ELINOR GOODMAN, LOBBY STAFF

MR. JAMES CALLAGHAN, the Labour Leader, yesterday gave his backing to a statement of Labour Party policy which included a number of points which he fought to keep out of the Labour Government's programme when in office.

Included in the eight-page statement, which was approved by the party's national executive yesterday, and will be put to next month's special one day party conference, is a commitment to abolishing the House of Lords, a re-affirmation of the party's belief in increased public ownership and planned spending together with a threat to withdraw from the Common Market if the necessary reforms are not forthcoming.

But Mr. Callaghan, who was constantly under attack from the Left during the last Labour Government for failing to implement party policies, managed to fend off an attempt to specifically commit the Parliamentary leadership to opposing in Parliament a development of the new generation of nuclear weapons under the auspices of a successor to the Polaris nuclear force.



BENN: anxious to unite whole party.

Instead, at the prompting of Mr. Anthony Wedgwood Benn, the executive agreed to a more general commitment at the end of the statement to defend the whole Labour party programme "both inside and outside

Parliament."

The commitment proposing development of Cruise missiles and the neutron bomb remains in the statement, but there is no particular reference to the Shadow Cabinet to oppose it in Parliament.

The proposals in the document are all existing Labour Party policy and the statement will be no more binding on the Shadow Cabinet than normal party conference resolutions. But Mr. Callaghan apparently gave his colleagues the impression that he was prepared to campaign for the statement in the form in which it was eventually agreed.

The whole question of nuclear weapons has long been a divisive issue in the Labour Party and it threatened to become one again yesterday.

But both Mr. James Callaghan and Mr. Anthony Wedgwood Benn—usually the party leader's opponent on the executive—seemed anxious to try and find a form of words which would unite the whole party and so avoid the one-day conference becoming another occasion for exposing splits in the party.

Civil Service cuts planned

BY PHILIP BASSETT, LABOUR STAFF

THE GOVERNMENT intends to cut the number of civil servants to well below 700,000 by next year, Mr. Paul Channon, Civil Service Minister, said yesterday.

Mr. Channon, speaking in the House of Commons, again refused to confirm or repudiate recent press reports of further major Civil Service cuts, including reducing the size of the Service to 600,000, abolishing the grade of under-secretary, and even abolishing the Civil Service Department.

He was questioned closely by MPs on the likelihood of a job cut of 70,000. Mr. Ian Wrigglesworth, opposition spokesman on the Civil Service, said: "It is simply not good enough to be talking about a further cut of 70,000 in manpower without saying which services are going to be affected."

Mr. Channon has angered Civil Service union leaders by

refusing in a meeting on Tuesday to give further details on forthcoming cuts other than that it was considering new proposals for reductions in the size of the Service.

Mr. Channon announced that the number of civil servants had been reduced by more than 27,000 in the past year. The Civil Service Department said this figure represented the largest annual fall for more than 30 years.

Mr. Channon said the total of 705,100 on April 1, compared with 732,000 a year ago, was now near the total employed under the last Conservative administration. He said: "I hope that by this time next year we shall be doing even better than that."

The number of civil servants was still falling and would be well below 700,000 by the end of the year, Mr. Jack Bruce-

Gardyne (C., Knutsford) supported the cuts and said they were the only way to bridge the gap between the pay rises awarded to the Service and its 14 per cent cash limit.

The CSD also said yesterday that the revised financial allocation to departments for this financial year would provide for fewer than 700,000 civil servants by the end of the year.

The announcement goes some way towards alleviating the political embarrassment caused to the Government by the disclosure last month to a Commons select committee that the 24 per cent manpower cut, which formed part of this year's Civil Service pay settlement, was necessary because, despite all the Civil Service cuts, the numbers originally provided for in the main departmental estimates showed a rise from 712,000 to 715,000.

Dishonesty allegations rejected

BY ROBIN PAULEY

SUGGESTIONS THAT the Government had behaved dishonestly and immorally in abolishing earnings-related supplement were rejected by Mr. Reg Prentice, Social Services Minister, yesterday.

Members of the Commons Select Committee on Social Services questioned him closely about the move. Both Mr. Nicholas Winterton (C., Macclesfield) and Mr. Frank Field (Lab., Birkenhead) asked whether it was right that people should have "invested" money as part of their national insurance contribution for a benefit which they would now be unable to claim if they became unemployed.

"I share the regret that earnings related benefit has gone although I do not think the move is either dishonest or immoral. It was part of a package to save public money. If

we do not cut that item, which item would be a better candidate for cutting," Mr. Prentice said.

He said expenditure on social services had grown faster than the economy could stand, thus stepping up inflation, which his social service clients harder than any other sector of the community.

Mr. David Ennals, former Social Services Secretary, said it was nonsense to talk of rising social services expenditure without taking into account increasing unemployment, the increase in the number of old people who lived longer and received pensions longer, and the rise in the number of one-parent families.

Mr. Prentice said that social services expenditure had increased by 50 per cent over 10 years compared with a growth in the national income

of only 15 per cent over the same period.

When questioned about staffing levels and administration costs, Mr. Prentice admitted that the figures in the Government's expenditure White Paper 1980-81 to 1983-84 were misleading.

The estimated £800m cost for administration and miscellaneous services for each year from 1981-82 to 1983-84 represented an increase of 10 per cent over 1980-81 but the figures had been rounded up. The actual estimate of £750m to £780m represented an increase over 1980-81 of only about 4 per cent, he said.

Mrs. Renee Short, chairman, asked if all the figures in the White Paper should "be taken with a pinch of salt."

"Yes, but only to the extent that the tendency to use rounded figures leads to distortion," replied Mr. Prentice.

Engineers decline to name figure for wage claim

BY ALAN PIKE, LABOUR CORRESPONDENT

THE DANGER that last year's damaging industrial action in the engineering industry might be repeated was minimised yesterday, when left-wingers failed to tie the Amalgamated Union of Engineering Workers to a specific pay claim for 1980.

Instead, the union's national committee voted in Blackpool to seek an unquantified substantial increase in national minimum rates when the first phase of the industry's four-year agreement expires in November.

Left-wing delegates were defeated by 29 votes to 22 in an attempt to define a substantial increase as a new minimum rate of £15 a week, with proportionate increases for other grades. The craft minimum is now £73.

Yesterday's demand for a substantial increase will go to the Confederation of Shipbuilding and Engineering Union's conference in June, where it is

likely to be adopted on behalf of 2m engineering workers.

National negotiations cover only minimum rates, with the earnings of most workers in the industry determined at plant level.

The left-wing delegates argued that a figure was needed on the claim, to prevent the Engineering Employers' Federation from making the running with an opening offer which would be far from substantial.

But Mr. Gavin Laird, for the executive, told delegates that the union must take account of all employers' ability to pay, particularly in smaller companies.

"Our members will not thank us for putting them out of a job," he said.

He said the executive promised to win as much money as possible for members, "obviously taking into con-

sideration the state of the industry."

Left-wingers were also unable to force the executive to re-open the claim for a 35-hour working week by 1983, a prominent issue in last year's dispute.

Under the settlement, a 30-hour week will be introduced in the engineering industry in November next year, but there will be no further reduction of hours before the agreement expires in late 1983.

"The employers know we are after the 35-hour week as soon as we can get it under the terms of the agreement," said Mr. Laird.

Last year's breakthrough on hours in engineering, he said, was leading to the introduction of shorter working weeks in many industries where there had previously been firm resistance to moving from the traditional 40-hour pattern.

Murray predicts 'impressive' support for day of action

BY JOHN LLOYD

EVERY TUC-affiliated union would be represented at the May 14 day of action, Mr. Len Murray, TUC general secretary, said yesterday.

He had received an "extremely encouraging response" from the unions. "It is going to be very impressive," he said.

The TUC general council unanimously condemned Mr. Frank Chapple, general secretary of the Electrical, Electronic, Telecommunications and Plumbing Union, for his public criticism of the day.

Mr. Chapple, council member, was not present at the meeting.

The council also agreed to recommend to its annual congress in September that TUC affiliation fees paid by 12.1m union members go up from 25p to 40p, a 60 per cent rise.

Criticism of Mr. Chapple was led by Mr. David Bassett, general secretary of the General and Municipal Workers' Union, Mr. Ken Gill, general secretary of the engineering union's

white-collar section TASS, and Mr. George Guy, general secretary of the Sheetmetal Workers' Union.

Mr. Murray said after the meeting the council said: "It is the right and duty of trade unionists to say loud and clear that the simplistic policies of the Government will not work, to bring forcefully to the attention of the public why this is so and to urge the need for the nation to go forward again in a spirit of co-operation."

Mr. Murray said the day of action had two main aims: to make it clear the unions were not to be made scapegoats for the country's economic ills and to show there was a better way of running the economy—the way of working.

The TUC has produced a booklet which identifies the roots of the economic problem as poor investment and productivity.

It calls for expansionary budgets, return to full employ-

ment, regeneration of industry through public investment and planned trade, extension of industrial democracy and creation of a "fair society."

Finance for its programme should come from North Sea oil, revenues, funds held by financial institutions, higher taxes on income and "windfall" profits, and debts in defence spending.

The 60 per cent increase in affiliation fees was necessary, Mr. Murray said, because of the effects of inflation and the TUC's growing level of services. Government spending cuts affecting the Health and Safety Executive "will cost lives, limbs and health," Mr. Murray told health and safety conference delegates in London.

"The Threat to Industry and the Welfare State: the Crisis of Monetarism and the TUC Alternative," TUC, Great Russell Street, London WC1E 3LS, 20p.

EPTU suspends 'extremist' branch

BY OUR LABOUR STAFF

THE Electrical and Plumbing Trades Union has suspended one of its largest branches following concern among union officials that it had been taken over by a small number of political extremists opposed to national executive decisions.

The union's suspension of the Cardiff branch, which has more than 2,000 members, follows the suspension of the 8,000 member Birmingham branch, again for an alleged takeover by extremists.

Relations between the executive and the Cardiff branch have been strained for some time. Last year, at the union's annual conference, the branch managed, in the face of opposition from the executive, to get carried a motion designed to halt the closure or amalgamation of branches.

The union last year removed the then-chairman of the branch from office and banned him from holding union office for two years after he wrote a letter critical of the executive to the local paper.

Also last year, the union ordered an inquiry into the election of a left-winger to the South Wales seat on the executive. The election is about to be re-run.

The suspension of the branch follows concern expressed by

the branch secretary at the way it was being run.

Mr. Chapple, in a letter to all Cardiff branch members, said: "From a branch membership in excess of 2,000 less than 20 attend the branch meetings on average. It is apparent from the branch minute book the reason for this."

"A small group of members monopolise the branch meeting place to express their own extreme political views and their opposition to any decision taken by the executive council."

The latter is also critical about branch request for hardship grants.

Mr. Phil Baker, branch chairman, yesterday denied Mr. Chapple's allegations. He said the suspension of the branch had come as a complete surprise.

"The only political group within the branch would be three or four members of the Labour Party who attend meetings regularly—and the Labour Party is not extremist in my view."

Trade unions representing about 50,000 white collar workers in the electricity supply industry have rejected a 17 per cent pay offer tied to changes in working practices and manning levels.

Builders' pay deal agreed

By Nick Garnett, Labour Staff

THE TRANSPORT and General Workers' Union yesterday agreed a pay deal for workers covered by the Building and Allied Trades Joint Industrial Council, which employers estimate will add about 22 per cent to gross earnings.

The agreement provides for a new fully consolidated basic rate for craftsmen of £30 a week, and a £68.50 for labourers.

Meanwhile the leaders, who met yesterday in the TUC steel committee, have called on the Corporation to halt moves towards closure.

TEACHERS: Unions representing 470,000 schoolteachers in England and Wales yesterday rejected a 10 per cent rise for 1980 on top of the average 18.2 per cent increase recommended by the Clegg Commission on Pay Comparability.

Isle of Grain talks urged

BY PAULINE CLARK, LABOUR STAFF

UNION LEADERS at the centre of the industrial relations breakdown in the Isle of Grain Power Station, Kent, yesterday requested a top-level meeting between Mr. Len Murray, general secretary of the TUC, and Mr. Glyn England, chairman of the Central Electricity Generating Board.

Mr. David Bassett, general secretary of the General and Municipal Workers' Union, and Mr. Frank Earl, its national officer, sent a written request for a meeting in a renewed attempt to solve the prolonged dispute over ladders' bonus payments.

Following last year's strike by the ladders and the failure to resolve their grievances, the CEBG announced last Tuesday that construction work on the £560m project would have to cease next June.

A solution to the dispute appears as far away as ever, though the CEBG made clear yesterday that if the ladders' problem could be overcome its pronouncement on the future of the station "would not be irrevocable."

The GWU, which represents the 27 ladders, is coming under pressure to resolve the problem

from other industrial unions whose members stand to lose their jobs.

About 600 workers have been made redundant this month. If the CEBG carries out its threat 2,000 more will lose their jobs in June.

The GWU described its new move as "having another go" after a previous meeting between TUC leaders, CEBG and thermal insulating contractors' representatives earlier this month failed to get off the ground.

The GWU has accused the CEBG of being responsible for that failure, because it tried to impose terms. The union has emphasised the view that the board wants to mothball building of the ill-fired power station for commercial reasons, and is using the ladders' dispute as an excuse.

The GWU wants an open-ended bonus payment system of ladders, but the CEBG fears that this would cause expensive leapfrogging pay claims from other workers.

U.S. \$15,000,000

Floating Rate U.S. Dollar Negotiable

Certificate of Deposit

Due 19th October, 1981

The Taiyo Kobe Bank, Ltd.

LONDON



In accordance with the provisions of the Certificate, notice is hereby given that for the six months interest period from 21st April, 1980, to 21st October, 1980, the Certificate will carry an interest rate of 17% per annum. The relevant interest payment date will be 21st October, 1980.

Merrill Lynch International Bank Limited

Agent Bank

مكتبة النظم

Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

VENDING

Cards not money in the slot

INCREASINGLY, those whose business depends upon the insertion of coins into slots of some kind, and they are telephone operators, are turning their attention to ways of getting rid of the coinage altogether.

Soon, Emidata, an EMI company, hopes to be able to offer a self-debiting inserted card system where, each time the card is used, the amount spent is removed from the credit that has been originally encoded magnetically.

There is a great deal to be said for such a system from the point of view of both operator and user. The operator, a PTT, for example, not only has to run the risk of theft of the coin box from the phone booth; he also has to put up with the costs of vandalised slot mechanisms, their jamming with foreign coins and nowadays the charge a bank is liable to make for counting and handling big coin deposits. The money also has to be collected from a multitude of locations.

For the user, the fact that the required coins are not available in pocket or handbag is simply one of life's daily frustrations. With the EMI system—and there are already units on trial by other makers in Italy, where coins are an even bigger prob-

lem—the user would buy a card in advance (there would be a choice of values), inserting it into a slot in the phone booth. As he used the phone, a display in the booth would decrement and when he had finished the card would also be debited by changing its magnetic encoding. At the end of the call the card would be returned to the owner.

Emidata claims that there is no way in which their card could be tampered with so as to restore used credit: "fiddling" attempts with magnetic fields would simply destroy the card's validity and value.

The company says that it is working in close cooperation with a large organisation for trials of the system to start in the autumn. It makes the point that for the operator there is one very worthwhile advantage—he gets his money in advance.

For big organisations such as PTTs, the problem of making a start does exist: a user confronted with a phone that only takes a card while he only uses cash would not doubt be annoyed, but initially the card units would probably only appear among banks of ordinary phones at places such as railway stations and airports.

Emidata is at Alma Road, Windsor, SL4 3JA (07535 5311).

GEORGE CHARLISH

SECURITY

Manages the building

A MONITORING equipment from Cardkey, as well as supervising entry to the premises at up to 128 card reader entry points, can also monitor up to four separate alarms from each entry point covering smoke, fire, forced entry and doors being held open.

The card readers can cope with up to 82,000 card users at 128 levels of access to cover all kinds of staff and visitor movements. They can also accommodate eight time zones which pre-determine the period during which a card user can enter a specific area, via instructions from the central controller which is programmed

to grant or deny access within the parameters of the system.

All this activity is recorded automatically by the central controller and printed out, in black for valid transactions and red or non-valid ones or alarms. Denied entries give card number, date, time and alarm. Denied for not allowing entry. Alarms are given priority and are accompanied by audio signals.

This equipment, designated 890, can also control the use of business systems such as photocopyers or car parking. Cardkey Systems is at 23 Stadium Way, Reading, Berks (0734 415311).

INSTRUMENTS

Checks the torque

AN INSTRUMENT that allows torque calibration of air or electrical tools in use for fastener application (air tools for example) has been put on the market by Crana Electronics.

The unit allows the torque being applied at any moment to be seen on a digital display so that the tool can then be adjusted to give the correct level.

A hand-held rotary transducer unit measures the torque, making use of strain gauges on the shaft of the tool. The output is transmitted from the tool to a stationary surroundings by induction. This cylindrical unit is equipped with input spigot at one end to take the power tool and a chuck at the other to take the fastening tool. It is cable-connected to a display unit.

By plugging in one of 11 transducer torques from 0.5 to 1000 newton-metres full scale can be measured, the display showing percentage of maximum in large red LED numerals.

Mains or battery-driven, the unit allows quality control staff to carry out rapid spot checks on air tools at their point of use with minimal interruption to production.

More from Station Road, Stoke Gilding, Nuneaton, Warwick. CV13 6EA (0455 212157).

Identifies cable fault

MULTI-CONDUCTOR cables can be tested at high speed using the Wirescan W5000; it can conduct tests at up to 10,000 per second and results are shown on a "ticket roll" printer built in to the front panel.

A basic control unit costs £750 equipped for testing cables of up to 32 conductors and can be expanded in steps of 32 wires up to 512. For large scale work 15 of the expansion units can be employed to give a maximum capacity of 8,192 wires.

Best suited to terminated cables, the W5000 will check continuity for each wire, confirm correct connections at each end, identify open circuits, find shorts to other wires, find misconnections and identify leakage up to 50k ohms.

LED displays on the front panel show the total number of wires being tested, the identity of the wire under test and the identity of any faulty connections.

More from the makers, ATE Systems, Quarry Lane Industrial Estate, Chichester, West Sussex PO19 2RP (0243 782672).

PROCESSING

Cleans the bores of drills

TO CLEAN the internal surface of its rock drill steels, Sandvik of Sweden has taken delivery of a fully automatic, specially engineered plant from Vacu-Blast, a member of the BTR Group.

Special features of the machine, says the company, are its variable handling capability and its fail-safe monitoring system.

The equipment is required to remove flash and rust scale from the bores of the drill steels, as an essential part of the drill steel production operation, at the rate of 3,200 per day. The removal of these deposits is necessary to obtain a perfectly smooth bore which will allow a constant flow of cooling water to the drill tips when in use.

The handling capability allows for various lengths of drill steel (from 880mm to 6,600mm) and a wide range of external drill shapes including hexagonal, round and rope-form with up to ten external diameter variants. The complete handling and blasting operation is fully automated and electronically sensed.

In operation, the drill steels are first picked up individually and placed in a "park" position for alignment and orientation as a group of eight and are then transferred into the central operational position. Pneumatic jacks lift the steels into the blast position, where they are sealed at one end to the blast nozzles, and at the other into an egressive-recovery box.

A first air purge clears the bore of any debris, then blasting commences for a fixed period, followed by an air purge to remove any surplus abrasive from the bores. The cycle completed, the pneumatic jacks return the finished drill steels to the conveyor to be unloaded, a further set of untreated steels automatically taking their place in the blasting position.

An advanced electronic monitoring system records all process information and relays it to a control console, indicating, in the unlikely event

of any blasting station not having functioned, which drill steel requires further inspection.

Should, for instance, the blast nozzle to drill steel seal be imperfect due to distortion of the steel end, or there are any missing from the batch of eight, blasting will not take place.

Economy of blasting media is maintained by use of a Vacu-Blast developed power pack, which recovers all blast media and debris from the blasting operation, separating out the debris and returning the media to the abrasive reservoir for further use.

The company says this equipment is not restricted to rock drill steel cleaning. Minor modifications would make it possible to carry out virtually any form of internal tube cleaning within the bore range.

More details from Vacu-Blast at Woodson House, Ajax Avenue, Slough, Berks, SL1 4DJ (0753 26511).

POWER

Supplies when mains fail

LATEST uninterruptible stabilised power supply units from Watford Control Instruments are able to produce a clean, stable AC supply in the face of any mains condition from 30 per cent over-voltage to total failure.

In operation, the normally incoming mains supply is first rectified to DC, and then stabilised, a battery pack being charged by this supply. If the mains fail or fall by more than 20 per cent of nominal, the permanently connected battery comes in automatically to supply the load. From mains or battery the DC supply passes through a static inverter to give 50 Hz power and the resulting square wave is finally re-shaped into a good sine wave.

Three models are offered, to supply 0.5, 1.0 or 2.0 kVA. The supply from each is stable within specified limits, has low harmonic frequency content and is free of spikes and surges—vital in supplying many kinds of data processing and electronic system.

More from Riverside Road, Watford WD1 4JZ (0923 41313).

Power for traction

AIMED AT small electric vehicle owners, and having a capacity of 150 ampere hours, the 3KQ11 is a new lead-acid battery from Oldham employing tubular positive plates.

The company says that previously users have been forced to employ normal car batteries which give a high peak power output but are suited to traction.

Designed for extended life and discharge characteristics suited to vehicle use, the battery is compact, relatively lightweight and very robust, having a rugged polypropylene case which is leak proof. An integral handle allows easy portability, but this can be taken off once the battery is in place.

More from Oldham Batteries, Deaton, Manchester M34 5AT (061-336 2431).

METALWORKING

Machines for British Leyland

MORE THAN £1½m-worth of machine tools have been supplied by Waddington Tools, of Derry Street, Wolverhampton, for British Leyland's modernisation programme.

Four rotary transfer machines worth £1m have gone to BL Cars Transmission Division at Birmingham where they will be used to produce the lower suspension arm for the Mini Metro.

Also just completed is a five-

station rotary transfer machine which will make components for commercial gearboxes at Leyland's Albion Plant in Glasgow.

This machine has five stations, one of which is the operator load/unload station and four working stations to carry out various drilling, reaming, tapping and spotfacing operations. The component is loaded twice into the first and second operation fixture positions so that all the holes can

be machined. The four working stations, using mechanical screw feed units, are positioned around a 1250 mm dia. power operated rotary index table, and the machine is fitted with a programmable controller for sequencing and automatic swarf extraction and coolant filtration.

The machine, which will produce 51 finished components per hour, replaces seven machines used for this job.

Training new operators

DESIGNED FOR training would-be operators of CNC (computerised numerically controlled) lathes, the latest machine to be offered by Denford Machine Tools costs under £20,000.

Called the Micromaster, the machine can be operated as a conventional centre lathe when the computer facility is disengaged and in that mode can also be used for comparing manual performance with the results obtained by CNC.

With the CNC mode activated, the Micromaster provides a visual display unit common to operation, displaying in sequence requests for information required to operate the lathe correctly. As each piece of information is entered by the trainee, the machining cycle is progressively built up. But to ensure there is no mistake, the

Micromaster will not allow the operator to proceed unless information is entered in the correct sequence.

It is stated that once stored in the Micromaster's memory, a programme can be used in three different ways: straightforward execution, in the "execute" mode, put on to magnetic tape mini-cassette in the "save" mode, or executed through "canned cycles" for the automatic calculation of facing, turning and tapers.

An edit facility allows any piece of information anywhere on a programme to be temporarily overridden and replaced with alternative data.

Full details of the new machine can be obtained from the company at Birde Road, Brighouse, West Yorkshire.

COMPUTING

High storage capacity

USING A hard-sealed cartridge and occupying only about as much space as a record playing deck, the latest disc store from Ventek Computers can provide a capacity of 10 megabytes.

There are two systems. The 9310 consists of controller and drive, while the 9320 also has a multiport adaptor. Either can be connected to the company's 1500 and 1800 processors through a high-speed micro-bus. Up to four drives can be connected to either processor giving a total on-line storage capacity of 40 megabytes.

Ventek is at Station House, Harrow Road, Wembley, Middx. HA9 1ER (01-903 8261).

CLEANING-MAINTENANCE & BUILDINGS MANAGEMENT EXHIBITION
NEC BIRMINGHAM
APRIL 29-MAY 2
 (Tickets no charge) Telephone: 01-446 2411
 also obtainable at Hall entrance during show.

NOTICE OF REDEMPTION

To the Holders of

W. R. Grace Overseas Development Corporation

5½% Guaranteed Sinking Fund Debentures Due 1980

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated of November 15, 1965 under which the above-described Debentures were issued, Morgan Guaranty Trust Company of New York, as Trustee, has selected for redemption on May 15, 1980, through operation of the Sinking Fund, at 100% of the principal amount thereof, \$1,250,000 principal amount of the above-described Debentures. The serial numbers of said Debentures so selected are as follows:

COUPON DEBENTURES OF \$1,000

16112	1101	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
204	1182	3413	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
206	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
208	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
210	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
212	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
214	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
216	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
218	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
220	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
222	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
224	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
226	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
228	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
230	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
232	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
234	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
236	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
238	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
240	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
242	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
244	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
246	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
248	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
250	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
252	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
254	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
256	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
258	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
260	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
262	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
264	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
266	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
268	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
270	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
272	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
274	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
276	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
278	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
280	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
282	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
284	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
286	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
288	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
290	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
292	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
294	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
296	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
298	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
300	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
302	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
304	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
306	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
308	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
310	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
312	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
314	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
316	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
318	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
320	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
322	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
324	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
326	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
328	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
330	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
332	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
334	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
336	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
338	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
340	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
342	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
344	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
346	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
348	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
350	1108	3261	3892	4599	5181	7281	8381	10023	10993	11591	12423	14130	15072	19870	19908	19928
3																

THE MARKETING SCENE

BY MICHAEL THOMPSON-NOEL

Building a brand when ads are forbidden

TOBACCO AND LIQUOR manufacturers are starting to huddle under the weight of criticism directed at them from all conceivable angles—notably that of the increasingly government, the marketing and advertising of their products in some parts of the world.

How, for example, do you advertise a brand of Scotch whisky in France, where such advertising is specifically forbidden? A notable solution to the problem is the advertisement shown here. It was produced by Inter-team McCann of London for Grants' Glenfiddich brand, and shows what ingenuity can achieve. The ad doesn't advertise the brand. It advertises, or at any rate promotes, the Glenfiddich distillery in Scotland—a subtly different thing.

The body set up in France to check all advertisements is the Bureau de Verification de la Publicité. There are no restrictions on the advertising of wine, beer, cognac, rum, liqueurs or armagnac. But in the case of the Group 5 drinks—whisky, gin, vodka and Pernod—no advertising is allowed whatsoever.

Prior to the mid-1960's, single malt Scotch whisky had hardly been marketed; it was assumed they were too strong and too stark to have popular appeal. But Grants though differently first it engaged in a basic brand-building exercise which culminated with a Queen's Award. Now it is well into the second stage with Glenfiddich, which it is establishing as an international brand.

In Britain, where Glenfiddich now costs nearly £10 a bottle, it has around 1 per cent of the market. Abroad, the main effort is being concentrated on Western Europe, the Far East and Australasia. There is also a big sales push in the duty-free markets.

One out of every two bottles of spirit sold in the UK is Scotch, but in Western Europe it is one in 20. In the case of



France, where it is barred from advertising the brand, Grants took the Glenfiddich distillery instead, and advertised it as a tourist attraction. Nearly 60,000 tourists visit the distillery each year, of whom more than half are from abroad.

The Glenfiddich ads were in fact run by the British Tourist Authority, which also handled all inquiries and shared the cost. The response was overwhelming. As a result of last year's campaign, the BTA dispatched 12,500 leaflets extolling Britain in general and the charms of the Spey Valley and the "pure sensation of Glenfiddich" in particular.

The campaign is running again this year, and has to date attracted 4,500 replies.

The manner in which Inter-team McCann handles Glenfiddich in such variegated markets as France, Germany, Scandinavia and the Far and Middle East is a reasonable self-advertisement for the international co-ordination services in which it specialises.

Billings this year should total at least £12.5m, against £7.4m in 1978. Its main clients include Rothman, Hilton, International, Grants, Sheaffer, General Motors, Kuwait Airways and Lloyds Bank International.

Quality Press holding ground

THE FAILURE of Now! magazine to meet initial circulation targets of 250,000 copies weekly over its first 26 weeks has caused not a tremor of surprise in agency circles, although the scale of the shortfall is a rather different thing.

According to Sir James Goldsmith's Cavenham Communications, the average net weekly sale for Now! over its first 26 weeks was 182,011 copies. Accordingly, Cavenham is to pay advertisers a rebate of 27 per cent.

The other side of the coin is the continuing health and wealth of the quality newspaper market, where total sales in February for the dailies and Sundays combined were approximately 15 per cent higher than in July-November, 1978, the period immediately prior to the close-down of Times Newspapers.

TMD Advertising, the media specialists, says such a performance is "contrary to all logical expectations" the combined increase for the dailies (Daily Telegraph, Guardian, The Times and Financial Times) was 10 per cent, and for the Sundays (Sunday Times and The Observer) an astonishing 18 per cent.

It is almost certainly this remarkable spurt in quality newspaper circulation since the return of Times Newspapers that has made conditions for Now! far tougher than expected.

On the other hand, Cavenham's marketing director, Derek Rogers, claims sales of Now! are making "steady progress both at home and overseas," and that Cavenham will continue to develop it with "energy and enthusiasm."

To return to the qualities, the fascinating question is whether their higher combined circulation represents genuine expansion of the total quality market, or merely greater duplication of copies bought, says TMD.

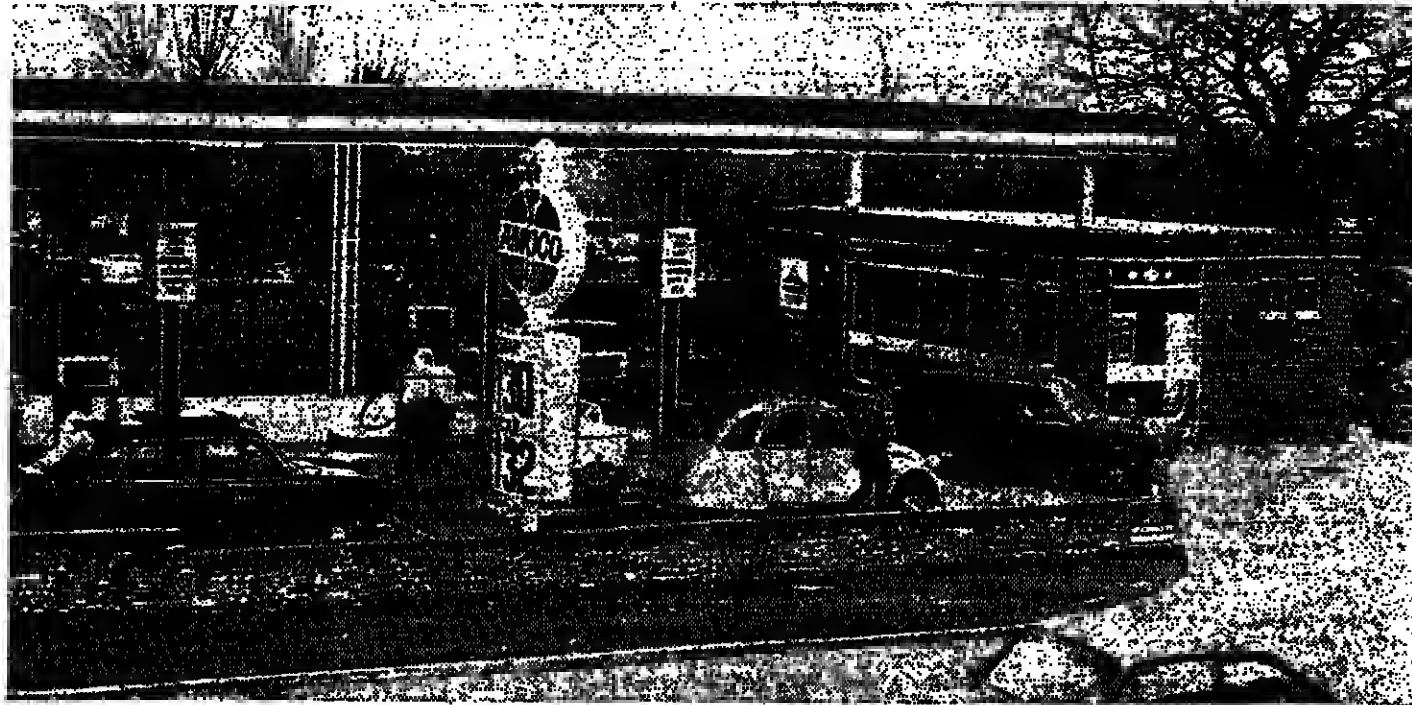
"If the latter, it is remarkable, to say the least... that three months after the return of Times Newspapers there are still 500,000 households buying additional quality Sunday newspapers, and 200,000 buying additional quality dailies, over and above the number they bought immediately before the suspension (of TNL)."

It is much easier to imagine, says TMD, that the publicity given to the Times dispute, plus the strong promotion of the Sunday Times and Observer since last November, may have drawn in a wave of new readers—mainly young first-time buyers, plus a few older households that have possibly moved over from the Sunday Express.

Among the dailies, the average circulation of the Telegraph in February was 1,451m against 1,356m in July-November, 1978. Figures for the other dailies were: Guardian 370,000 (289,000); The Times 324,000 (299,000) and Financial Times 197,000 (180,000).

The Sunday Times scored 1,415m (1,389m), while the Sunday Telegraph (1,007m) against 847,000, and The Observer (1,014m) against 675,000, continue their struggle for the No. 2 spot among the quality Sundays.

At the Telegraph group, a spokesman said he could see "very little sign of an advertising recession," though he stressed that bookings were becoming increasingly short-term. The Observer was equally optimistic. Next week it starts a radio and poster campaign for the Solzhenitsyn autobiography, which it begins serialising on May 11.



AMOCO, a subsidiary of the Standard Oil Company (Indiana), is launching a \$1m Press, posters and TV campaign, described as its biggest promotional effort since it entered the UK market in 1962.

The reason: a \$100m catalytic cracker currently

under construction at its Milford Haven refinery. When the cracker comes on stream next year, says Amoco, it will produce a much higher proportion of high quality petrol than hitherto—enough to double its share of the UK market.

Such an increase demands a major marketing effort based on research gathered over many years, says the company. Although Amoco claims to enjoy a high reputation in the 100 mile-wide corridor from London to Liverpool, where most of its 312 service

stations and 44 authorised distributors are to be found, it is otherwise little known. The campaign TV commercials were filmed last autumn by agency Freeman, Mathews and Milne in what Amoco, redundantly, calls "strict secrecy."

Food makers throw off their cares and woe

BY PETER KRAUSHAR

THE RECENT annual conference of the Food Manufacturers Federation struck an almost optimistic note. A number of previous such conferences had been laden by doom and gloom, so it was refreshing that although forecasts for the economy as a whole still make sorry reading, there was much more emphasis on the possibility that food manufacturers can indeed influence their own trading environment, depending on whether they take an optimistic or a pessimistic view of likely developments.

The fact that the Minister for Agriculture, Mr. Peter Walker, has shown great interest in fostering an efficient food chain covering farmers, manufacturers and retailers, helps demonstrate that his Ministry will do its utmost to secure a favourable environment for the food industry in the 1980s.

Jim Tappan's conference review of General Foods' growth in Europe showed what could be done even during a very static period; 1980 turnover of General Foods Europe will be about \$1.5bn, representing an increase of 300 per cent over 1976. Half the increase has been through acquisitions and joint ventures, and half through internal development of existing brands.

General Foods' growth had been based on a three-pronged strategy—emphasis on corporate technology developed in the United States but adapted to individual countries' needs; a strong external development

policy, while Ireland provides some central manufacturing facilities for confectionery, Germany for coffee and France for powdered beverages.

General Foods views the 1980's with continuing optimism, and believes there will be more changes in consumer life styles and needs in the 1980s than there were in the 1970s, leading to an increased number of opportunities.

This optimistic view of future developments was echoed by James Morrell of the Henley Centre for Forecasting and Ken Durbam of Unilever. The latter felt that the consumer of the 1980s will be more individualistic, even idiosyncratic, more discriminating, more aware of nutrition, more interested in natural, fresh, wholesome products, and more able to use a varied number of cooking methods such as the microwave oven and sandwich maker, all of which will make an impact on the continuing revolution in the marketplace.

There will be a steady increase in wine consumption which will affect other trends, including more interest in savoury products, while technical developments should lead to many interesting opportunities. For example, in the longer term, the whole area of bio technology, including genetic engineering, cell culture and so on, could be highly rewarding.

In general, food and drinks manufacturers did not find it easy to launch profitable new products or brands in the 1970s. Even when a new niche was found, too often quick copying by other manufacturers or by private label created serious problems. In the circumstances, there was a creditable number of successful new products such as Yorkie, Five Pints, Pot Noodle, Snack Pots, Pennywise, Double Decker, Homepride Cook in Sauces, United, Ploughman's Pickle, Westfries, Instant custards, St. Ivel Gold, McDougall's Saucy Sponge, Lion Bar, French Bread Pizza, a number of fruit juices, Horror Buns, Yoman and Batchelors Pie Fillings, Smith's Square Crisps, many other savoury snacks, instant soups, Crisp 'n Dry, Hellman's Mayonnaise, Hemeing, many new lagers, Bailey's Irish Cream, and so on.

While the next decade will undoubtedly be tough, many

companies seem to have learnt a great deal from their development experiences of the last few years. Unilever's view that there will be more varied customer needs than ever before should

A defeatist attitude will lead nowhere. A positive approach will unearth valuable opportunities.

lead to scope for technically-based added value products and for new marketing opportunities which UK food and drinks companies should be able to exploit both in this country and abroad.

A defeatist attitude will lead nowhere. A positive, though realistic approach should help suitable and important opportunities. Everyone agrees that the key will be to identify where there is scope for development and to achieve as far as possible, technical or marketing innovation. Old product developments, line extensions, acquisitions, joint ventures, new products, new brands, could all lead to greater profits.

Michael Manton to quit

MICHAEL MANTON, one of the senior figures in London advertising circles, is leaving the agency he formed three years ago, MWK and Partners, in September.

Keith Woodyer, at present MWK's managing director, denied yesterday that Mr. Manton's departure was the result of a Boardroom coup. "It was always intended that he should hand over management responsibility for the agency. With Hosesons Holidays at present reviewing its account, September, the end of our financial year, seemed a logical departure date."

Mr. Manton and the three other shareholders—Mr. Woodyer, John Kelley and Daz Valladares—own 20 per cent each of MWK shares. The remaining 20 per cent is held by Guinness. Current billings of £3m have been doubled in three years.

NET ADVERTISING revenue of the ITV companies in March was £50.2m, a gain of 48.5 per cent on the same month last year. ITV revenues for the first quarter totalled £135.2m against £90.2m for the first quarter last year, a gain of 50 per cent. Much of the increase represents carry-over from last autumn's ITV strike.

Why top businessmen like to club together

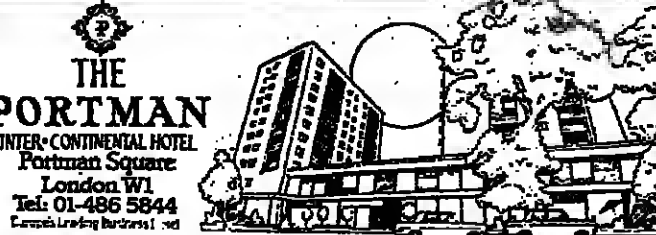
It's an accepted fact that mixing with the right people is the key to success. That's why executives the world over stay at the Portman Hotel, and treat it as their own London Club.

This is hardly surprising as the Portman goes out of its way to look after the top business executive. What's more, it's comfortable, elegant and exclusive. Everything you'd expect if it was a private club. Yet, being an Inter-Continental Hotel, the Portman combines a pleasant mixture of friendliness and efficient service.

Whether staying a few nights or meeting colleagues for a meal, there's every possible business facility you'll need while away from the office.

The Portman is also the ideal choice for conventions or conferences.

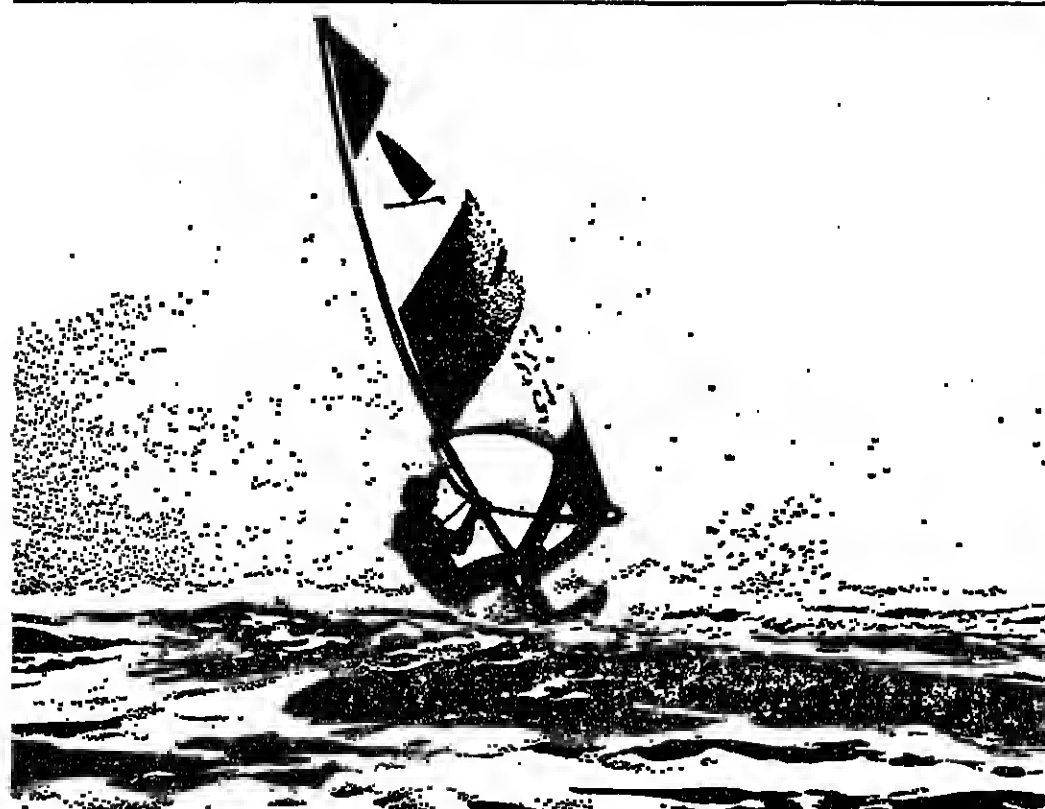
So next time you visit London, use a little influence. Stay at your Club, The Portman Hotel.



WHICH RADIO STATION?

- Has Audience Guarantees up 76%
- 49 Spot Package CPT down 31%
- Reaches the young market cheaper than all ILR Stations
- Just call 01-439 7401

Radio Luxembourg Magic
Where the market comes first



A smoother ride with Southern

When it's seen on Southern—it sells. Last year £29.3m was spent nationally on TV advertising in the leisure field. One-seventh of all leisure products were bought in the South. A giant market share, and it's growing.

Southerners buy audio equipment, sports equipment, cameras, sunglasses and much more. Southerners know what they want, and when they see it, they buy.

If you're involved in the leisure field, you can't afford to leave Southern out of your schedule.

SOUTHERN TELEVISION

For further information contact Brian Henry, Marketing and Sales Director, Southern Television Limited, Glen House, Stag Place, London SW1E 5AX. Telephone: 01-834 4404.

P&O JET FERRIES: THE QUICK WAY INTO OSTEND.

P&O JET DRIVE: THE QUICK WAY OUT.

At an exhilarating 50 mph, P&O Jet Ferries whisk you to Ostend in just 3½ hours. And thanks to Jet Drive, the rest of Europe is at your fingertips. Simply book in advance at the London terminal and your Avis hire-car will be waiting at Ostend.

The return journey to Ostend plus 24hr car hire (unlimited mileage) costs from just £73.00.

So fly P&O Jet Ferries and even business trips will be a pleasure.



London Departure Times: 0815 1230 1730
Ostend Departure Times: 0845 1400 1800
(local time)

For an immediate reservation or a brochure contact your Travel Agent or ring 01-488 0461

P&O Jet Ferries
PLANE SAILING

NOTICE OF REDEMPTION To the Holders of Queensland Alumina Holdings N.V. 6½% Secured Bonds Due 1982

NOTICE IS HEREBY GIVEN that pursuant to the provisions of the Queensland Alumina Holdings N.V. Collateral Trust Indenture dated as of June 1, 1967, as supplemented, U.S. \$1,044,000 principal amount of the above described Bonds have been selected for redemption on June 1, 1980, in lieu of a redemption for the purpose of the Sinking Fund, at the principal amount thereof, together with accrued interest to said date, each in the denomination of \$1,000 bearing serial numbers with the prefix letter "M" as follows:

Outstanding Bonds bearing serial numbers ending in any of the following two digits:

15 19 21 25 31 33 34 41 43 46 49 50 56 57 58 59 60 68

On June 1, 1980, the Bonds designated above will become due and payable in such coin or currency of the United States of America as at the time of payment shall be legal tender for public and private debts. Said Bonds will be paid, upon presentation and surrender thereof with all coupons appertaining thereto maturing after the redemption date, at the option of the holder either (a) at the corporate trust office of Morgan Guaranty Trust Company of New York, 30 West Broadway, New York, New York 10015, or (b) subject to applicable laws and regulations, at the main office of Morgan Guaranty Trust Company of New York in Brussels, Frankfurt (Main), London or Paris or at the main offices of Bank Mees & Hope NV in Amsterdam or Banque Internationale à Luxembourg S.A. in Luxembourg or Banca Vonwiller & C. S.p.A. in Milan. Payments at the offices referred to in (b) above will be made by check drawn on, or by a transfer to a dollar account maintained by the payee with a bank in New York City.

Coupons due June 1, 1980 should be detached and collected in the usual manner.

On and after June 1, 1980 interest shall cease to accrue on the Bonds herein designated for redemption.

QUEENSLAND ALUMINA HOLDINGS N.V.
By WILLIAM HOBBS, Managing Director

Dated: April 24, 1980

NOTICE

The following Bond of U.S. \$1,000 previously called for redemption has not as yet been presented for payment:

M-6886



EACH WEEK, BRITAIN'S BEST MADE FORK LIFT TRUCK HELPS TO SHIFT
AROUND 20 MILLION OF BRITAIN'S BEST LOVED BANANAS.

Climax

Coventry Climax Limited, Sandy Lane, Coventry CV1 4DX. Telephone: Coventry (0203) 555355. Telex: 31632

By kind permission of Geest Foods

JOBS COLUMN, APPOINTMENTS

How unemployment is affecting higher staff

BY MICHAEL DIXON

BAD NEWS comes first today, I fear. And the worst bit of it is, ironically, for teachers whose employers, at least in England and Wales, have just agreed to pay them in full the 18.2 per cent average rise later recommended by the Clegg Commission on Pay Comparability. That award raises to 27.5 per cent the average pay increase to teachers in respect of 1979, and their unions are now getting down to negotiate a further increase for 1980, which will eventually be backpaid to April 1.

On that same day, however, a count by the Government-sponsored Professional and Executive Recruitment agency showed that teachers were far and away top of the league table for unemployment among workers of higher than clerical standing in England, Wales and Scotland.

The table—whose leading positions are set out alongside—has been worked out by the Jobs Column with generous help from PER. Although I hope to repeat the exercise every three months in future, this is the first time the statistics I have used have been available. So I cannot support the figures for registered unemployment among the various groups of "higher-level" staff on April 1, with comparative figures for any previous date.

% of total registered higher-level unemployed	Category of staff	Number registered unemployed on April 1	Number of new entrants among unemployed	New entrants as % of number in category
18.9	Teaching	12,293	2,286	18.6
7.4	Libraries, museums, etc.	4,808	2,405	50.0
6.8	Marketing	4,409	1,410	32.0
5.1	Social, health, etc.	3,302	1,045	31.6
4.8	Selling	3,118	267	8.2
4.2	Office management	2,740	318	11.6
4.1	Engineering	2,663	556	20.9
3.6	Production management	2,368	134	5.7
3.2	Personnel	2,104	1,245	59.2
3.1	Administration	2,015	407	20.2
2.9	Estate agencies	1,898	357	18.8
2.7	Accounting	1,771	434	24.5
2.7	Computers	1,738	1,139	65.5
2.5	Transport, warehousing	1,596	100	6.3
100.0	All categories	64,902	16,561	25.5

But total counts made by the agency at different dates show that in each of the first three months of this year, higher-level joblessness in Britain was registering a 5 to 6 per cent increase on the figures for the corresponding months of 1979. While I cannot be sure, of course, the appearance of the table suggests that the bulk of this increase is explained by staff reductions in public services, which occupy three of the top four places in my league.

Where the three public service categories are concerned, the numbers of people shown by the table to be jobless would no doubt appear less startling if they were expressed as per-

centages of total employment in the relevant sector.

There are, for example, roughly 600,000 teachers in Britain, so the 12,293 at the top of the league represent only just over 2 per cent of the total teaching force. But for a group of trained people who have difficulty in obtaining alternative skilled work, even that extent of registered unemployment must be worrying, especially when the employing authorities are saying that another 1980 pay rise of any where near the 20 per cent being claimed by the teachers' unions will inevitably cause further cuts in the number of jobs available. For the rest

of us who do not teach, but met the cost and consume the services of education, there is another pity. In spite of the unemployment, the teaching force has a surplus of non-numerate staff existing alongside debilitating shortages of people able to teach mathematics, physics and other "hard" sciences, and craft and design.

Among the categories of higher-level workers in the business world, the greatest burden is clearly borne by marketing and sales staff. I can take that only as confirmation of what seems to be a widespread belief in the employment market that when the economic climate turns

cold, companies generally react by taking defensive measures rather than steps to go out and sell harder.

The table's final two columns of figures are offered as an indication of the relative riskiness of work to people who start in them. These columns cover new entrants who, I gather, are defined by PER as people who took up the particular line of work only about six months previously.

Given the repeated warnings that levels of recruitment and training in computer work are dangerously low, it seems odd that computing should be the riskiest field for new entrants. The next riskiest is personnel: could this mean that when redundancy visits their own departments, it is the older personnel staff who decide who has to go?

Chief conservator

NOW to the more cheering news that at least 60,000 people in Britain are willing not only to spend their spare time labouring to clean up the country, but also to pay for the privilege of doing it. This news comes from Robert Hall, chairman of the British Trust for Conservation Volunteers which mobilises the altruistic army to work on several thousand sites either during residential holidays or on weekend stunts nearer home. Also on the strength are numer-

ous schools which organise practical conservation work as part of their curriculum.

The Reading-based trust does not simply mobilise and "tool-up" volunteers to carry out tasks which bodies such as the Countryside Commission, the Nature Conservancy Council, and various local authorities as well as private landholders otherwise could not afford to tackle. It also helps to preserve craftsmanship by giving training in coppicing, hedge laying, dry-stone walling and so on.

Mr. Hall is seeking someone to take over in September from the retiring director of the trust, Charles Flower, who will continue to be available for advice on the raising of about £500,000 worth of funds a year. "But the main job," Mr. Hall added, "is managing 40 full-time staff in 11 regional offices plus thousands of volunteers so as to keep the whole thing moving forwards as one organisation." The same requires much liaison with grant-awarding and volunteer-seeking bodies.

But the size of the salary does not reflect the high grade of skill required. The trust cannot afford more than £8,500 or thereabouts, which it thinks will restrict candidates to young idealists or the energetic recently retired. Application forms from Veronica Laurie, 10-14 Duke Street, Reading, Berkshire, telephone 0734 596171.

Data Processing Manager

Expanding City Group

This successful international merchanting group has introduced a number of advanced trading and financial systems based on powerful mini-computers.

Reporting to the Managing Director, the data processing manager will be responsible for building the present small DP department into a highly professional operations and systems development team. The person appointed will be accountable for the day to day provision of computer services and the introduction of further major developments.

A DP professional is required who has worked on all stages of computer projects and has a record of success in the introduction of computer systems. Management experience is essential and the preferred age is early 30s.

Remuneration: £14,000 plus bonus and car. Location: City of London.

Please write in confidence to FJF Hall [Ref 580F].

Thomson McLintock Associates 70 Finsbury Pavement London EC2A 1SX TML

International Capital Markets

Major Accepting House - Northern Europe

Our client seeks an International Corporate Finance Executive aged 25/35 with three/five years experience of this field. His/her role will be to market the Bank's services in Northern Europe/Scandinavia, and to negotiate and execute wholesale financing.

The person appointed will be fully competent in all aspects of the International Capital Market (including preferably, but not essentially, Syndicated Loans). A high degree of personal initiative is required as the role envisaged will be at just under Director level. Considerable travel will be involved. Experience of Capital Markets generally is more key than specific Northern European knowledge.

The Bank is one of the major operators in the International Capital Market and as such offers very considerable prospects of job satisfaction, self-development and further promotion. Salary in the £14/18,000 bracket but it could be considerably more. Company car and other banking benefits.

The job will be based in London but the successful applicant may currently be working in Europe.

Please write with full details to Colin Barry at Overton Shirley and Barry (Management Consultants) Second Floor, Morley House, 26 Holborn Viaduct, London EC1A 2BP. Tel: 01-353 1169, quoting reference 288.

Overton Shirley and Barry OSIB

BURMAH GROUP

FINANCIAL REVIEW

£9,500 + car

Flexible Location

The Burmah Group requires an ambitious, intelligent and personable accountant to join its high calibre Financial Review Department. This position provides an excellent means of gaining an introduction in the Group prior to moving into other areas of financial management.

Amongst the Burmah Group's principal subsidiaries are Castrol, Quinton Hazell, Halfords and other Engineering and Industrial companies. There are also interests in North Sea Oil and Shipping.

The department provides senior management with objective and wide-ranging reviews of group systems, methods and procedures; considerable emphasis being placed on making substantive recommendations. Candidates must have gained exposure to sophisticated management reporting systems. They must be graduates and qualified Accountants in their twenties, and able to communicate with senior management.

For further information and a personal history form, please telephone Jeremy Kidson or Mark Scott M.A., A.C.A., on 01-836 9501 or write to us at 410 Strand, London WC2R 0NS, quoting reference 2851.

DOUGLAS LLAMBIAS

DLA

and at 26 West Nile Street, Glasgow G1 2PF (041-226 3101)
3 Coates Place, Edinburgh EH3 7AA (031-225 7744)

Accountancy and Management Recruitment Consultants

TAXATION ADVISER

City

£11,000

A major city Association seeks an intelligent individual to work on taxation matters.

Duties will include attendance at monthly high-level meetings, interpretation of accounting, legal and taxation developments, research into taxation matters and review of all relevant articles in the Press and Periodicals. The successful candidate will also be expected to represent the organisation at external meetings.

Applicants should have high academic ability and good personal presence. A knowledge of the taxation and accounting affairs of insurance companies could be an advantage and it is expected that he/she will be an accountant or lawyer who has specialised in taxation for the past three years.

For further information and a personal history form, please contact Jeremy Kidson or Mark Scott, M.A., A.C.A., 410 Strand, London WC2R 0NS or telephone 01-836 9501 quoting reference 2854.

DOUGLAS LLAMBIAS

DLA

and at 26 West Nile Street, Glasgow G1 2PF (041-226 3101)
3 Coates Place, Edinburgh EH3 7AA (031-225 7744)

Accountancy and Management Recruitment Consultants

Reed Executive

The Country's most successful Recruitment Service

Director Of Development

Agri-business

£15-20,000 + car

The job, based in the countryside, is essentially that of financial adviser and corporate strategist with an enviably successful group of companies. It calls for a keenly developed sense of opportunism tempered with sound analytical and financial skills. Candidates will be qualified accountants, well versed in the niceties of business development and finance who are also prepared to get down to fine detailed planning when the occasion demands. Apart from an attractive salary and benefits, the rewards of the job include the satisfaction of being a major contributor to the continuing success of this well founded and expanding organisation.

Telephone: 0532 459181 (24 hr. service) quoting Ref: 3263/FT. Reed Executive Selection Limited, 24-26 Lands Lane, Leeds LS1 6LB.

The above vacancy is open to both male and female candidates
London Birmingham Manchester Leeds

Financial Controller

Advertising

c £12,500 + car

As a result of growth plans a small dynamic group of advertising agencies seek their first financial controller. They are part of a leading international group with a very strong client base. Location is near Fleet Street.

Reporting to the top management team he or she is to be responsible for the financial function, some company secretarial tasks and the provision of wise financial advice. High professional standards are expected together with a very firm approach to budgets.

Applicants must be qualified accountants. A positive and ambitious personality which can relate to creative, fast moving, informal advertising executives will enjoy this challenge. Age, probably around 30, but the maturity to manage people is more important.

Salary is to be around £12,500. A car is provided. Promotion prospects to board level depend upon performance in the first eighteen months.

Applicants should telephone or write, in confidence, for an application form quoting reference 1701.

Roland Orr
Management Consultant

35 Piccadilly, London W1V 9PB. Telephone: 01-734 7282.

هكمن النمل

Financial Accountant

To £11,000 N London

A well-respected Building Society is planning rapid growth involving the acquisition of other Building Societies. Responsible to the General Manager, your responsibilities will include control of twelve computer and accounts personnel to produce the necessary periodic financial accounts, budgeting and management information. Full participation in the financial implications of the planned future development will be an important aspect of this post.

Aged 35-45 years, you will be fully experienced in computerised management accounting systems preferably in a similar environment e.g. banking, insurance etc. The excellent remuneration package includes BUPA, first class pension scheme and low interest mortgage facilities.

Contact: Jane Brooks, (01) 235 7030, Ext. 246. (Answering service out of hours: (01) 235 6838).

PER
Professional & Executive Recruitment

PER, 4/5 Grosvenor Place, London SW1X 7SS.

Applications are welcome from both men and women.

Financial Analyst

Lloyd's Broker

Age 25+

Our client, a leading International Lloyd's Broker, seeks a Financial Analyst to join an existing team responsible for the collection and interpretation of international financial information and its presentation with recommendations in support of broking operations.

You will be able to communicate effectively at all levels and to accept increasing responsibilities. Experience and skill in Financial or Investment Analysis is required and experience within the insurance industry, whilst not essential, would be an advantage. The appointment could be of particular interest to a person in the 25-35 age bracket who wishes to develop a specialisation or to broaden their experience in the City.

A generous salary in excess of £8,000 p.a. with a comprehensive range of benefits will be offered to the right person.

Please write to or ring David Barton at Overton Shirley and Barry (Management Consultants) Second Floor, Morley House, 26 Holborn Viaduct, London EC1A 2BP. Tel: 01-353 1169, quoting reference 289.

Overton Shirley
and Barry

OSIB

Financial Controller- BRUSSELS

c.75,000 B.Fr. per month + Car

Our client is the Belgian subsidiary of an internationally famous British Group. Over 200 staff are employed and turnover in 1980 will be 280m. B.Fr.

They are now seeking to appoint a qualified British or American accountant to assume complete financial control of this subsidiary, reporting to the Managing Director. Key support staff (15) prepare the regular management information systems which the Controller has to interpret to senior management and advise on corrective action where necessary. In the absence of the Managing Director, the Controller acts as his deputy in managing the business.

The successful candidate (who is probably already working in Belgium) will be bilingual English-French and used to operating under pressure in an international marketing environment. Age 30+.

In addition to the salary indicated or shown above, other terms and conditions match our client's standing and career prospects within the parent Group worldwide are excellent. Please write with full cv. indicating current salary and naming concerns to whom your application should not be forwarded, to: Senior Consultant (Ref. S21/FT) Oulieny Associates 148 Fleet Street, London, EC4A 3JP.

Dulaney Associates

Taxation - Prospective Partner

Our city office offers an opportunity for a professional taxation specialist with a view to partnership in the short term.

Prime Responsibility is to work with the present partners and other professional staff, in advising our existing and constantly growing clientele on matters of taxation in the United Kingdom and internationally. The position will be intellectually demanding, provide scope for imaginative thinking and opportunity for research into the effects of current and proposed legislation.

Expertise and experience in personal tax and/or general taxation matters in addition to an ability to communicate effectively, will be the principal requirements. The work will also involve liaison with our twenty regional offices and the opportunity for consultancy projects for other professional practices.

Professional experience and qualifications may have been gained in an accountancy, legal or taxation environment. Applicants will already be successful in their present situation but wish to utilise more fully their knowledge and realise their

future potential in an atmosphere and firm that seek to develop individual ability. A very attractive remuneration package will be arranged and the appointment is aimed to provide not only complete job satisfaction but an opportunity to contribute fully to the future development of the firm.

Write in complete confidence, giving full curriculum vitae to date to: Stuart Rochester Personnel Director Neville Russell & Co. Chartered Accountants 30 Artillery Lane Bishopsgate London E1 7LT Telephone 01-377 9733

Neville Russell, Chartered Accountants

Ambitious Chartered Accountant (STRONG LEADERSHIP ABILITY)

to £12,500 + profit share
HOUNSLOW CENTRAL, MIDDLESEX

A decisive Accountant aged 25-27 is to be appointed by this substantial international company, whose impressive growth & profit record is based upon sound marketing strategy and management strength.

The successful candidate will have total responsibility for the co-ordination and control of a large accounting team, the annual & detailed monthly accounts, cash flow projections, treasury management and profitability reporting.

Additional tasks include the further development of sophisticated in-house computer systems liaising with D.P. colleagues. On such areas as taxation, planning, leasing and outside negotiations, there will be close involvement with the financial planning function.

This is a critical line management role reporting to the Financial Controller and early career progression is envisaged. Relocation assistance is available where necessary.

Interested candidates should apply in confidence to:-

Sheldrick, Sedgwick & Goddard

93-94 Chancery Lane, London WC2A 1DL. 01-404 0612

Senior accountancy & financial-management selection

A Leading Charity DIRECTOR OF FINANCE

Central London c£15,000

The Spastics Society is seeking a Director of Finance.

After 25 years, this progressive charity, which employs 2,500 people throughout the UK, is restructuring for the challenge of the 1980s. Its activities include research, care, treatment, education, employment and residential accommodation.

The Director of Finance will be responsible for the total finance function, which operates a computerised management information system.

Candidates should be qualified accountants, who have the drive, initiative and personality to play an active role in the management team which is committed to implementing the Society's policy to maximise services to spastic persons.

A degree or business school qualification would be an asset.

Please address comprehensive career details, including salary history quoting ref. 1045, to: M. D. C. Campbell, who will forward these direct to the Society.

Touche Ross & Co. Management Consultants

Hill House, 1 Little New Street, London EC4A 3TR.
Tel: 01-353 8011

INVESTMENT MANAGEMENT

GULF LOCATION

We are a leading investment company located in the Gulf, and require qualified individuals to fill new positions in our organisation:

EQUITY PORTFOLIO MANAGER—five years' experience managing U.S., U.K., and European equities, including experience at managerial level. Advanced degree in economics or finance required. Compensation package tax free salary in £30,000-£40,000 range with fringe benefits.

FIXED INCOME PORTFOLIO MANAGER—five years' experience managing euro-bonds, gilts and other fixed income investments. Advanced degree in economics or finance required. Compensation package £30,000-35,000 tax free salary plus fringe benefits.

If you have the relevant experience and would like the challenge of working for a growing Gulf Company, send your C.V. to:

Box A.7123, Financial Times,
10, Cannon Street, London, EC4P 4BY.

MANAGEMENT CONSULTANTS

London

To £13,000

We are looking for additional staff who are capable of carrying out work at a high level for major clients in diagnosing problems, giving constructive advice and assisting in the implementation of their recommendations, in the following fields:

- ☐ Business organisation and policy
- ☐ Financial planning and control
- ☐ Computer-based systems
- ☐ Project management.

Some assignments will involve travel in the UK and there will be opportunities to work overseas.

Applicants should be qualified accountants, preferably graduates, in the age range 28-35. They must have had at least three years' management experience in commerce or industry and have proved their ability to think constructively and to get things done. Prospects for career development are excellent and competitive salaries will be offered together with the benefits expected in a large professional firm.

Please send in confidence brief personal details and an outline career history to NFR Carratu at:

E&W

Ernst & Whinney Management Consultants
57 Chiswell Street, London EC1Y 4SY

COST ACCOUNTANT

Major US Bank

London

c£8500 + bonus
+ low cost mortgage

As a key member of a small team of professionals, the Accountant will help to establish costing and pricing policies for the full range of customer services. The end product of this work will be customer and product profitability which will be a key tool in the Bank's marketing programme. In addition the position will involve exposure to a broad range of management.

The London branch of one of the world's leading banking groups, our client is undergoing considerable expansion and can offer a range of promotion opportunities. Applicants (male or female) should be qualified accountants aged 26-34 with analytical skills and solid costing experience. Please telephone or write to Stephen Blaney B.Com., FCA quoting reference 1/1980.

EMA Management Personnel Ltd.
Burne House, 88/89 High Holborn, London, WC1V 6LR
Telephone: 01-242 7773

Top Executives

If you are finding your talents wasted - we can help.

In the serious business of marketing yourself MINSTER EXECUTIVE provides the professional, individual and comprehensive career counselling service that has achieved outstanding results. After evaluating your full potential we direct you through every stage of the 'job search', furnishing you with material individually tailored to your specific needs, and counsel in the art of being interviewed. As professionals we have an acknowledged standing in the employment market. We invite you to a preliminary discussion to discover why our clients have been so successful.

MINSTER EXECUTIVE LIMITED
28 Bolton Street, London W1Y 8RB. Tel: 01-493 1309/1055

Investment Analyst

£7,825 - £9,815 p.a.
(under review)

The Electricity Council wish to appoint an analyst in their Investment Branch which has responsibility for the investment of the funds of the Electricity Supply Industry's Superannuation Schemes. The current value of these funds is about £1,400 million.

Investment analysts are responsible for keeping under close review the various sectors within a substantial portfolio of ordinary stocks and shares; assessing detailed studies of industries and companies; valuing company accounts and monitoring stock market price performance. The analysts are required to make specific investment recommendations whilst also assisting in the general administration of the investments, and preparing occasional reports on a wide range of related investment matters.

The man or woman we are now seeking to join the investment team will have a sound knowledge of economics and investment principles and will already have practical experience of share analysis within the investment industry. Please write in confidence giving details of age, career to date and present salary quoting F/38 to: Duncan Ross, Recruitment & Development Officer, The Electricity Council, 30 Millbank, London SW1P 4RD.

ELECTRICITY COUNCIL

Jonathan Wren - Banking Appointments

The personnel consultancy dealing exclusively with the banking profession

Our client, JAPAN INTERNATIONAL BANK LIMITED, a substantially-based consortium bank is planning to expand its activities within London in a variety of areas. It therefore seeks the following experienced staff:-

FOREIGN EXCHANGE DEALER - with general trading experience in various currencies. Will concentrate on setting up and developing an inactive area within the Dealing Room, taking positions, making markets and building a reputable name within the market. Salary c £10,000.

EUROBOND DEALER - with secondary market trading experience. To originate an area that the Bank wishes to enter therefore good organisational ability is essential together with an acceptable name within the market. Salary is negotiable.

BUSINESS DEVELOPMENT - with relevant experience within London. To build a portfolio of business based, hopefully, on trade finance but other areas of lending could be encompassed within the position. Salary to £10,000.

DOCUMENTARY CREDITS - with a comprehensive banking background, lately specialising in Credits. The Bank wishes to expand into the finance of trade therefore the ideal person will have good administrative experience and the ability to develop the position. Salary to £9,000.

SENIOR LOAN ADMINISTRATION - mature character with an in-depth background in the syndicated market. Will be required to organise the department and set-up diary systems, withholding tax procedures, management reporting etc. Agency experience would be preferable. Salary to £9,000.

In the first instance please telephone RICHARD MEREDITH on 623-1266 to discuss all these positions.

First floor - entrance New Street
170 Bishopsgate London EC2M 4LX 01-623 1266

c £20,000 + Car MANAGING DIRECTOR

For a well-known quoted Company located in London and main world centres having international trading, manufacturing, financing and banking interests with annual Group Sales of some £200m.

You will be directly responsible to the Executive Chairman for implementing policy and efficient management and overall expansion of the Group. In addition you will be involved in investigating acquisitions.

This appointment will lead to a seat on the Main Board and you are therefore expected to have held a Senior Executive position in a substantial international organisation.

Reed Executive
The Country's most successful Recruitment Service

Telephone: 01-836 1707 (24 hr. service) quoting Ref: 0414/FT. Reed Executive Selection Limited, 55-56 St. Martin's Lane, London WC2N 4EA.

Overseas Liaison Accountant c. £9,000 p.a.

The International Wool Secretariat, an international marketing organisation, has a vacancy for a qualified accountant to join the team directly responsible to the Financial Director for the control of Branch financial and accounting matters.

Our branches are located in North America, Europe and the Far East. The position will appeal to those who have an aptitude for languages and an international outlook on accounting affairs.

Candidates, (male or female) must be chartered or certified accountants, or equivalent, be fluent in a major foreign language and preferably between 25 to 35 years of age.

The position is based at our World Headquarters in London and is likely to involve European travel.

The starting salary will be in the region of £9,000 per annum and other benefits are in line with good modern practice.

Please write, giving full personal details to:

The Director of Finance,
International Wool Secretariat,
Wool House,
6-7 Carlton Gardens,
LONDON SW1Y 5AE.



c£14,000 p.a. Group Secretary LONDON International Group

Fully qualified Chartered Secretary or Accountant. Male or female aged 35-45. Candidates must show successful track record with a substantial company or group of companies. In addition to normal secretarial duties candidates must have well developed administrative skills and be able to contribute significantly within the group's executive management team on a personal and professional level. Career development in a growth environment with excellent long term opportunities. Benefits include non-contributory pension/life cover and re-location expenses.

Suitably qualified candidates please phone 01-631 1444 for application form quoting MRD 0012 (24 hour answering service).

MRD

Management Recruitment Division
BOYDEN INTERNATIONAL LTD.
80 TOLEDO COURT ROAD, LONDON W1P 6ED.
LONDON, PARIS, BRUSSELS, GENEVA, ROME, MILAN,
MUNICH, BARCELONA, TOKYO, HONG KONG, SINGAPORE,
MEXICO CITY, RIO DE JANEIRO, AUCKLAND, MELBOURNE,
SYDNEY, JOHANNESBURG AND THROUGHOUT THE USA.

PROVINCIAL BROKERS

We are primarily based in the Midlands but have an important presence in London and other provincial areas. We service institutional clients from our wide company contacts in different geographical regions and have a strong and growing private client and professional base.

We are seeking high-quality and proven individual(s) or team to service clients either from London or our provincial centres. They would have the backing of an active and successful research effort as well as the advantage of a long-established and respected name.

Please reply to:

Box No. A/7127, c/o Financial Times
10 Cannon Street, London EC4P 4BY

Assistant Managing Director (Development)

*Chartered Surveyor with substantial
investment experience*

Our client, a major property investment and development company with links to a large City institution, seeks to appoint an Assistant Managing Director (Development). The successful candidate will be responsible to the Managing Director for the activities of three divisions, covering development, investment and research.

The current programme in the commercial field amounts to over £50 million. Substantial funds are available for further development at this level.

Candidates should have a wide knowledge of the investment market, funding and modern development techniques and have at least 10 years' experience as a chartered surveyor. They will most likely be either a partner in a major firm of chartered surveyors or a director with a major quoted public property company.

Salary and benefits package will be discussed at interview stage and will be commensurate with the seniority and responsibilities attached to this post which offers an attractive career opportunity.

Please telephone (01-629 1844 at any time) or write—in confidence—in the first instance for a personal history form. A. R. Forrest ref. B.1629.

This appointment is open to men and women.

MSL
Management Selection Limited
International Management Consultants
17 Stratton Street London W1X 6DB

Director Property Management around £20,000 + car

Our client, a well-known major company with a large and widely diversified portfolio of commercial property, seeks to appoint a Director to take full responsibility for the complete property management functions including lease renewals, rent reviews and active large-scale portfolio management.

A minimum of 10 years' experience in this field is required with either a property company or a large institution. Candidates should be chartered surveyors.

Attractive terms including a company car, pension scheme and a commencing salary around £20,000 per annum.

Please telephone (01-629 1844 at any time) or write—in confidence—in the first instance for a personal history form. A. R. Forrest ref. B.1630.

This appointment is open to men and women.

MSL
Management Selection Limited
International Management Consultants
17 Stratton Street London W1X 6DB

GROUP ACCOUNTING MANAGER

London - City c.£13,000 + car + benefits

This is a newly created position in the Head Office of a British group whose consumer products come from substantial and diverse operations in the U.K. and overseas.

A Chartered Accountant is required, preferably a graduate, aged 30-35 whose experience includes exposure to accounting for an international group. He/she will supervise a small team responsible for the collection of information from group companies, and its computerised assembly into group accounts and internal financial reports. The appointee will be expected to keep abreast of accounting developments and assess their impact to ensure that these reports are in accordance with the highest professional standards.

The ability to communicate effectively and establish good working relationships with colleagues are therefore essential attributes for this appointment. Some short-term travel within the U.K. and overseas will be a necessary part of this role.

Applications under Ref. RC152 to:

Miss Marion Williams, Extel Recruitment,
4 Booverie Street, London EC4Y 8AB. Tel: 01-353 5272

Extel Recruitment Executive Selection Consultants

SERVICES OFFICER— BANKING

Age 35-45 £1,000+

A major International European Bank, with an established and expanding London Branch, seeks to appoint a mature and capable person to the above position.

The job involves assuming responsibility for all aspects of premises and services administration to include negotiations with agents and suppliers, and control and maintenance of communications, stationery, printing, office equipment and insurance.

The successful applicant will also be expected to deal with all related correspondence and documentation. Experience in a similar capacity within banking would be advantageous but candidates from other City institutions will be considered.

Written applications should be forwarded, in the strictest of confidence to Rod Jordan (General Manager).

BANKING PERSONNEL
41/42 London Wall London EC2 Telephone: 01-588 0781
(RECRUITMENT CONSULTANTS)

Financial director

Lincolnshire, c£12,000 + car



For an expanding engineering company employing 200 people—and a subsidiary of a UK quoted group. Export sales are a major contributor to growth.

Responsibility is for the accounting and secretarial functions including cash management, budgeting and job costing. You will also have to design accounting systems for a new capital intensive venture about to come on stream.

You must be a qualified accountant with experience of costing in an engineering company. A mini computer is on order so some experience of DP based systems would be helpful.

Resumes including a daytime telephone number to E.J. Robins, Executive Selection Division, Ref. FL435.

**Coopers
& Lybrand
associates**

Coopers & Lybrand Associates Limited
management consultants
Sheila Holmes, Manager
London EC2V 7DD

Hoggett Bowers Executive Selection Consultants

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, NOTTINGHAM, SHEFFIELD

Financial Analyst

Young accountant for profit centre
support and improvement.

West London, c. £10,000 (incl. profit share)

This highly successful company, is an autonomous subsidiary of a major international corporation and manufactures and markets (very) fast moving consumer goods. Turnover currently is around £70m. The main responsibility will be to provide profit centre management with a positive support service in analysis, planning, budgeting and implementation of improvements on a regular and ad hoc basis. Great emphasis is put on the ability to communicate clearly with senior management and to successfully influence changes and improvements in various profit centres. Systems are advanced and highly computerised and this position offers excellent experience as well as first-class career prospects. Candidates will probably be qualified accountants from industry or the profession with some exposure to sophisticated operations.

G.E. Forester, Ref: 18276/FT. Male or female candidates should telephone in confidence for a Personal History Form to LONDON: 01-734 6852
Sutherland House, 5/6 Angel Street, W1B 6E2.

Foreign Exchange Dealer Frankfurt

Chemical Bank, which has a well established and successful Branch network overseas, is seeking an experienced Foreign Exchange Dealer to join its active dealing operation in Frankfurt.

Candidates should have several years proven dealing experience and be fully conversant with all aspects of Foreign Exchange and Deposit activities. A knowledge of German is desirable for this position.

Salary and benefits will be consistent with those expected of a major international bank and interesting career opportunities should prove challenging to a qualified applicant.

Candidates, male or female, should write in confidence, giving full details of career achievements, to Tony Smith, Personnel Manager, Chemical Bank, 180 Strand London, WC2R 1BT.

CHEMICAL BANK
An equal opportunity employer

PERSONNEL RESOURCES in the 80's FINANCIAL APPOINTMENTS SERVICE LONDON, LEICESTER, LEEDS

MERCHANT BANK—LEASING COMPANY

ACA, Age 25+

This new appointment within a wholly-owned subsidiary of a leading Merchant Bank provides the opportunity for a young business minded accountant to combine accounting functions with career progression into general management. Reporting to Board level your initial responsibilities will be to develop accounting and management information services through liaison with Bank and Group Accounting Staff. Emphasis is given to the establishment of budgets and manage-

from £8,500 + Mortgage

ment accounting coupled with the design and implementation of new systems where necessary. Additional areas of involvement will include developments in taxation accounting and taxation affecting leasing companies. The personal career advancement prospects are excellent and will provide an early opportunity to develop in a dynamic business policy and practice. An excellent benefits package is provided.

For an initial exchange of information please call Robert Miles on 01-248 6321

Personnel Resources Limited 01 248 6321

Head Office: HILLGATE HOUSE, OLD BARNY, LONDON EC4M 3HS

Corporate Personnel Consultancy, Leading Specialists in Finance & Personnel Management Appointments

HENRY COOKE, LUMSDEN & CO.

Research

The Institutional Research Department, based in Manchester, has a vacancy for an Analyst to investigate in depth equity investment situations not confined to a particular sector.

This is a new position demanding a sound analytical approach and judgment, personal initiative and the ability to communicate effectively.

Previous investment experience, while useful, is not essential. Applicants with, for example, a relevant academic, industrial or professional background will be considered.

Please apply in writing, giving curriculum vitae, to:

M. J. Brown, Esq.,
HENRY COOKE, LUMSDEN & CO.,
P.O. Box 359,
Arlowright House,
Fawcett Gardens,
MANCHESTER,
M40 3AH.

Advertising Salesperson

Knowledge of financial and business publications desirable. Must be fluent in Italian, French or German and English and willing to travel extensively. Initiative and desire to succeed essential. Applicant must be UK citizen or citizen of EEC country. Salary open plus bonus.

Dennis C. Coleman,
Institutional Investor,
Sargents House,
52 Lincoln's Inn Fields,
London WC2A 3ET. Tel: 01 404 528.

STOCKBROKERS

Medium sized Stockbrokers require experienced cashier. First class salary, L.V.C. bonus, pension plan, etc.
Ring Admin Partner on 588 2311

مكتبة النور

كتاب العمل

Qualified Graduate Accountant (CONTROLLER - MANAGEMENT ACCOUNTING)

Commencing to £11,500
LITTLE CHALFONT, BUCKS.

As a result of promotion, this progressive international market leader, highly respected for its extensive and profitable product range wishes to appoint a determined and well organised Accountant aged 26-28 with industrial experience.

Heading a department of 10 staff the selected candidate's duties will include the production of budgets, forecasts & plans, capital expenditure appraisals, performance analysis, standard costing and pricing.

Other principal areas of responsibility embrace the ongoing development of management information and financial systems employing in-house computer facilities, financial modelling and product viability studies.

This is an intellectually rewarding role requiring the personality to conceive and implement ideas, and effectively communicate with professional colleagues from a variety of disciplines.

Career prospects exist throughout the organisation and benefits include relocation assistance.

Interested candidates should apply in confidence to:-

Sheldrick, Sedgwick & Goodyer

93-94 Chancery Lane, London WC2A 1DT. 01-404 0612

Senior accountancy & financial-management selection

YOUNG A.C.A. RESPONSIBILITY PROSPECTS c £11,000

A unique opportunity in a major American shipping group now relocating to London

You are a recently qualified graduate A.C.A., who has never failed an examination. As such the "profession" offers you a future but you are naturally also considering openings in commerce.

Your background and present job will be with one of the "top ten" professional companies, so the alternative offered by commerce will need to be significant. This opportunity to join a multi-billion dollar American shipping group will give you just the right challenge.

RESPONSIBILITY - as Assistant Controller you will head a small team and be directly responsible for a variety of important projects including:-

- conversion of accounting procedures from U.S. to U.K. standards

- development and specification of computer based financial reporting and management information systems
- application of U.K. C.C.A. practices to international accounts
- investigation of viability of investment in new projects

PROSPECTS - an opportunity to assume a Management role in two years.

REMUNERATION PACKAGE - c £11,000, free medical and life assurance cover, free lunches and other generous benefits.

To apply please send your full details to Ian Rose, Cripps, Sears & Associates, (Personnel Consultants) Burne House, 88/89 High Holborn, London WC1V 6JH. Tel: 01-404 5701. This position is open to both men and women.

Cripps, Sears

Management role in Financial Accounting

London
c. £11,000

Our Corporate Accounting Department has the overall task of ensuring that the ICL Group's statutory reports are prepared in accordance with best accounting practice. In addition to consolidating UK and overseas statutory returns, this involves the design, development and implementation of worldwide accounting procedures, and providing functional guidance to UK and overseas reporting units.

We are looking for an Assistant Manager for the department with expertise in the statutory accounts of major international groups. Candidates, aged 25-35, should have qualified with a leading firm of Chartered Accountants and, ideally, have two years' post-qualification experience with a multinational company. Career prospects are particularly good.

Please write with full details to Peter Sandham at ICL, 93/99 Upper Richmond Road, Putney, London SW15 2TG or telephone him on 01-788 7272 ext. 4367 quoting reference, FT 1669.

International Computers
think computers - think ICL



Deputy financial controller

London, c£12,000 + car.



Responsibility is to the top Financial Executive in the fast growing UK subsidiary companies of a long established international financial and business services group. The main role is the control of management and financial accounting with initial emphasis on developing computer based management reporting systems with support from DP personnel. An attractive feature of the post is the prospect offered for a career move into general management.

You must be a qualified accountant around thirty with experience of budgeting, management and financial accounting, computer based systems development and staff management.

Resumes including a daytime telephone number to J.G. Cameron, Executive Selection Division, Ref. C234.

Coopers & Lybrand associates

Coopers & Lybrand Associates Limited
management consultants

Shelley House 3 Noble Street
London EC2V 7DQ

EXPERIENCED ENERGY ANALYST

Mellon Bank is seeking an experienced analyst to work in its Trust Department in Pittsburgh, Pennsylvania, U.S.A. The individual will be responsible for overseeing the U.S. energy and energy service sector of the bank's multi-billion dollar portfolio. The candidate will interact with senior portfolio managers as well as senior energy company officials. Work experience with energy companies and/or the analysis of energy investments is required.

Salary and benefit levels will be commensurate with experience and U.S. competitive standards. Forward written details of background experience and curriculum vitae to:

Richard M. Siefert, Vice President

Mellon Bank N.A.
15 Trinity Square
London EC3N 4AH, England

CHRISTIANIA BANK OG KREDITKASSE ANDRESENS BANK A.S.

These banks will merge on 19th May 1980, and applications are invited for the post of London Representative in view of the pending retirement of the present Representative.

The person required should have a good educational background and linguistic ability, should have had some years of varied banking experience and should be of an extrovert nature well able to use initiative and make contacts.

The post gives scope to the right person, and the salary is negotiable depending on age, experience and qualifications.

For any further information applicants should apply to either:

Mr. Kjell A. Nielsen, Deputy Managing Director, Andresens Bank A.S.
Telephone: Oslo 48 48 10 or

Mr. Ragnar Torbergsen, Assistant General Manager
Christiania Bank og Kreditkasse - Telephone: Oslo 48 55 32

Applications in writing, accompanied by curriculum vitae, should reach

CHRISTIANIA BANK OG KREDITKASSE
Personnel Department, Stortorvet 7, Oslo 1
by the 15th May 1980

JAPANESE CONSORTIUM BANK ONE VACANCY OFFERING USEFUL EXPERIENCE IN INTERNATIONAL BANKING ASSISTANT TO EUROBOND MANAGER, SETTLEMENT AND DEALING—

Preferred age around 22. "A" or good "O" Level Education, 1 or 2 years' experience essential.

Salary negotiable at generous level.

Reply with full c.v. A.J.S.
29-30 Cornhill, London, E.C.3.

CJA

RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374

A challenging and rewarding career opportunity with excellent prospects for future advancement
within Bank Operations



BANK OPERATIONS MANAGER

LONDON

to £13,000 + bonus

MAJOR INTERNATIONAL BANK—ASSETS IN EXCESS OF US \$40 BILLION

We invite applications from candidates aged 28-35 with a minimum of three years' management experience gained in bank operations, preferably in a bookkeeping, money transfer, treasury, securities, accounting or dealer back-up area. In addition, consideration will be given to applicants with a broad computer systems appreciation and an understanding of EDP techniques. The successful applicant will have responsibility for the introduction of a new computerised transaction processing system over a three-year period as well as the maintenance of an effective service during the transitional phase. Initial salary negotiable up to £13,000 + bonus, non-contributory pension and life insurance plans, house mortgage facility, free family BUPA and assistance with relocation expenses where necessary. Applications in strict confidence under reference BOM 3979/FT, to the Managing Director.

An important, interesting and varied position—scope for advancement following a two-year contract period



TRAINING OFFICERS—BANKING

HONG KONG

£15,000-£20,000 (TAX 15%)

HONG KONG AND SHANGHAI BANKING CORPORATION

Applications are invited from bank officers aged 27-36 who have acquired at least eight years' general experience and ideally two years' organising and running banking training courses. Some overseas experience, whilst not essential, will be an advantage. The brief is widely drawn and the successful candidates will be involved in the design and production of courses ranging from basic banking skills to specialist programmes for Middle and Senior Management. Some away travel will be necessary. The ability to put information together in a cohesive and interesting manner and to work effectively with people of differing nationalities is key to this position. Initial salary negotiable £15,000-£20,000 (tax 15%) + free furnished accommodation, free water and electricity, home leave air passages, children's education allowances, children's holiday air passages. Applications in strict confidence under reference TOB 3978/FT, to the Managing Director.

A two-year contract—with a strong possibility of joining the permanent staff



INTERNAL SYSTEMS AUDITORS—BANKING

HONG KONG

£14,000-£19,000 (TAX 15%)

HONG KONG AND SHANGHAI BANKING CORPORATION

We invite applications from Bankers, aged 32-38, with at least ten years' general commercial banking experience and ideally two years' in the inspection of bank operating systems. Successful candidates will work for an initial familiarisation period in the Internal Audit Department of the Group Head Office in Hong Kong and then form part of a team working on the audit of the Bank's control systems in Hong Kong and other areas in the Far East, the Pacific Region and the Americas. The job is based in Hong Kong, but considerable travel is envisaged. The ability to relate well with many nationalities, an analytical mind and a mature and tactful manner are important. Initial salary negotiable £14,000-£19,000 (tax 15%) + free furnished accommodation, free water and electricity, home leave air passages, children's education allowances, children's holiday air passages. Applications in strict confidence under reference ISA 3977/FT, to the Managing Director.

CAMPBELL-JOHNSTON ASSOCIATES (MANAGEMENT RECRUITMENT CONSULTANTS) LIMITED,
35, NEW BROAD STREET, LONDON EC2M 1NH. TELEPHONE: 01-588 3588 or 01-588 3576. TELEX: 887374.

Carreras Rothmans

Assistant Investment Manager PENSION FUND

Basildon, Essex c. £7,500

The Carreras Pension Fund, with current assets of approximately £50 million, requires an assistant for the Investment Manager. He/She will undertake all aspects of Fund management and contribute significantly towards the day-to-day running of the portfolio.

Applications are invited from persons with a basic training in security analysis and some experience of the practical problems of investment.

The Company offers a generous holiday allowance, excellent pension scheme, subsidised catering facilities, life insurance and medical cover.

Please write for an application form to:

Barry Roberts, Personnel Officer,
Carreras Rothmans Limited,
Christopher Martin Road,
Basildon, Essex.



International Finance Sydney and Melbourne, Australia

Hill Samuel Australia Limited, a leading Corporate and International Financial Services Merchant Bank in Australia, is seeking two executives for its International Division.

The positions form part of a team providing Currency Risk Financial Services to Australian Corporations, Government Agencies and Financial Institutions. Marketing of services is inherent in each position and requires a blend of advisory and dealing skills.

Applicants will need to be able to demonstrate initiative, have a high degree of self-motivation and a blend of analytical capacity and business-getting skills. A career history in a Merchant

Bank or Corporation with involvement in international banking would be expected, though other financial specialisations are also of interest.

Preference will be given to applicants possessing tertiary qualifications - and a M.B.A. degree would be well regarded. Age range 35-38 would be considered most appropriate.

Interviews will take place during early May. Applications, which will be treated in strict confidence, should be sent to:

R. C. G. Gardner,
Director of Personnel,
Hill Samuel & Co. Limited,
100 Wood Street, London
EC2P 2AJ.



Executive Director— Investment Appraisal

Substantial Five Figure Salary + Car

The Northern Ireland Development Agency has the important task of strengthening companies in Northern Ireland and initiating new manufacturing projects with local and overseas partners. It assists companies by provision of financial support, including equity and loan capital and also searches for joint venture opportunities for local companies.

The Government has recently announced its intention to increase the Agency's investment capital from £50 million to £75 million.

The Agency now has a vacancy for an Executive Director to manage the Appraisal Division which has responsibility for dealing with investment proposals and subsequently putting forward detailed recommendations to the Agency's Board. This position offers a unique opportunity for the right person to play an important role in the Province's industrial development.

The successful candidate will, in addition to having specific Divisional responsibilities, also be a member of the Executive Committee which co-ordinates all aspects of the Agency's important remit.

Applicants should have already worked at Board or equivalent level in industry or banking and must be able to demonstrate a broadly based managerial and general commercial track record. An appropriate financial qualification is an essential requirement and it is likely that the successful candidate will also have a relevant University degree.

An attractive remuneration package includes a substantial five figure salary, which will be of interest to those currently earning not less than £15,000 p.a. Where necessary, appropriate relocation expenses will be reimbursed.

Applicants should write in confidence to—

Director of Personnel and Industrial Relations
Northern Ireland
Development Agency
Maryfield
100 Belfast Road
HOLYWOOD
Co. Down BT18 9QX
Northern Ireland

**Northern
Ireland
Development
Agency**

GROUP FINANCIAL CONTROLLER

Surrey c. £13,500

This is a new appointment related to a group re-structuring and is an opportunity to join an expanding manufacturing company. The products are market leaders in their field and exported world wide.

Reporting to the Managing Director the Group Financial Controller will be responsible for the accounting and secretarial functions throughout the group. There are operating units in the UK, Europe and North America and an important task is the further development of reporting systems and controls to meet the needs of the American parent company. The job will be based at the major manufacturing site in the UK but candidates must be prepared to travel to other locations as required. Candidates must be qualified accountants and should be in the age range 28-36. Experience of financial management in the UK subsidiary of an international company is highly desirable. Experience in system development is essential.

Salary will be about £13,500 and the benefits include a car. Applications quoting ref F7102/A should give an outline career history and brief personal details and be sent in confidence to DWE Apps at—



Ernst & Whitney Management Consultants
57 Chiswell Street, London EC1Y 4SY

Chief Accountant

c. £12,500 + car

Mercantile House Holdings Limited, a recently quoted financial services group, wish to make a new appointment as chief accountant to their wholly owned subsidiary, MW Marshall & Co Limited. This new role reflects the growth of the group in recent years - growth which is confidently expected to continue.

Responsibility will be to the chairman of the London region of MW Marshall & Co Limited for financial and administrative management. Through departmental managers the job holder will supervise 50 accounting, data processing and office services staff.

The requirement is for a chartered accountant, aged about 30, with banking/financial/leasing experience. He - or she - must have the ability and temperament to contribute in a commercially demanding environment.

Location city of London. Salary negotiable around £12,500. There is a car, attractive fringe benefits, and excellent prospects for advancement.

Please write in confidence for a job description and an application form to David Prosser, Executive Selection Division, 32 London Bridge Street, London SE1 9SZ, quoting MCS/3834.

**Price
Waterhouse
Associates**

ACCOUNTANT

27-34 years—London

c. £16,000/£18,000 (inclusive of benefits)

A multi-billion pound organisation is seeking a senior executive.

The suitable candidate, aged between 27 and 34 years, will be working in a dynamic environment and must have a personality and approach to work which reflects the executive role, and justifies the high reward.

Ideally, the person to take up this position must have a strong

financial background (whether gained in the accountancy profession or in commerce), have a sound knowledge of U.S. reporting requirements and systems and, above all, be highly motivated and display drive and enthusiasm when confronting the task at hand.

If you can fulfil these requirements, ring Anthony M. Jusin on 01-838 3464 now to arrange an immediate interview.

MCS/Robertson & Scott Recruitment Limited

179-199 Shaftesbury Avenue, London WC2H 8AZ
Telephone: 01-836 3464

Securities clerk

c. £4,250 + excellent benefits

Morgan Guaranty Trust Co. of New York is a leading international corporate bank with one of the largest trust and investment advisory businesses in the world.

We are looking for a Securities Clerk, to instruct and advise our correspondent banks in the completion of transactions for clients. The duties will be to compile and settle securities transactions and to cover foreign exchange positions, relative to securities transactions. We require previous experience of investment settlements and a good knowledge of, and insight into, overseas settlements are essential.

Apart from a highly competitive salary, we offer low-interest mortgage facilities, an interest-free season ticket loan, subsidised lunch and non-contributory pension. The position is based in Stratford E15.

Please telephone or write for an application form to: Jack S. Pine, Personnel Administrator, Morgan Guaranty Trust Co. of New York, PO Box 161, Morgan House, 1 Angel Court, London EC2R 7AE. Telephone: 01-555 3111 ext. 2762.

The Morgan Bank

OPERATIONS MANAGERS INTERNATIONAL BANKING

Opportunities are available in Europe, South America and the Far East

Continental Bank of Chicago, the principal subsidiary of Continental Illinois Corporation is now the United States' seventh largest financial institution with total assets exceeding \$35 billion and a global network of offices in 31 countries.

Our dynamic growth has created outstanding opportunities for ambitious and experienced international Banking Operations Managers who are capable and eager to take complete management responsibilities for the international operations of an overseas branch or subsidiary.

You must have several years of successful international banking operations management experience preferably overseas. Fluency in one or more foreign languages is a plus. You will report to the Unit Manager and emphasis is placed on your ability to successfully direct and manage all facets of the international branch operations. Your salary will be commensurate with the high level responsibility assumed and there is an outstanding benefit package. For immediate and confidential consideration, please send your resume and salary history to—

Bill Hammond
Professional Placement Office — Rm 1650



CONTINENTAL BANK

CONTINENTAL ILLINOIS NATIONAL BANK AND TRUST COMPANY OF CHICAGO

231 SOUTH LA SALLE STREET, CHICAGO, ILLINOIS 60608

En Equal Opportunity Employer

AUDIT INFORMATIQUE

PARIS

FF 150 000 +

Nous sommes un cabinet international d'expertise comptable.

Nous recherchons pour notre bureau de Paris, un cadre de haut niveau qui sera chargé essentiellement :

- de la direction du département audit informatique
- du développement, avec le support logistique international de notre société, des procédures, d'outils informatiques etc... spécifiques à cette activité.

Il sera l'homme de liaison entre les activités conseil et audit financier de notre cabinet.

Le candidat idéal devra posséder une double formation informatique/comptable et parler anglais. Il exercera déjà une activité similaire de préférence en cabinet ou dans une société internationale.

Les perspectives d'évolution de carrière sont particulièrement intéressantes pour une personne ambitieuse, compétente et capable de communiquer à tous les niveaux.

Veuillez envoyer votre C.V. en indiquant votre salaire actuel à Mario-Jo MARTIAL
au 6, avenue Marceau - 75008 PARIS
sous référence FT 401.

FOREIGN EXCHANGE DEALER

£12,500

An expanding International Bank is seeking an experienced Dealer with 4/5 years in Spot, Forward and Arbitrage transactions to join the profit-centred operation. Prospects to increase activity are currently indicated.

CREDIT MANAGER (SYNDICATIONS) £12,000

An interesting opportunity has arisen in a leading International Bank at A.V.P. level in the syndication and marketing of Euro-credits. Based in London Branch but reporting directly to the Head Office Executive.

CHIEF ACCOUNTANT £12,500

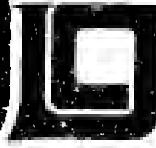
The London Branch of an International Bank is seeking to appoint a Chartered Accountant with banking experience to the position. Wide knowledge of all areas of banking, operations and a comprehensive knowledge of computer systems is essential.

EUROBOND DEALER £5,000 to £8,000

A leading European Bank is urgently seeking a young dealer with 2 years' minimum experience of Secondary Market dealing FRN's & Straights in all currencies and a knowledge of Primary Markets. An opportunity to work with a first-class dealer in an expanding situation.

EUROBOND SETTLEMENTS MANAGER £8,000

A City-based International Investment Bank is urgently seeking a senior in Settlements who has previous experience and sound background in Settlements and Clearing Systems to head up a busy operation.



LJC Banking Appointments

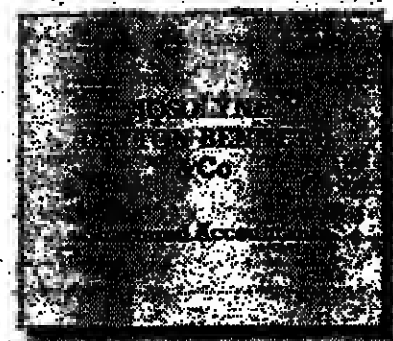
01-283 9953—for an immediate appointment

Assistant Cash Manager

Bright young self-motivated person required as the assistant to the Cash Manager. Previous experience knowledge of Forex and Money Market Operations essential. Salary negotiable. Please write with details of experience or telephone for an application form to:

The Personnel Department, The Bowater Corporation Limited, Bowater House, Knightsbridge, LONDON SW1X 7LR. Tel: 01-584 7070. Ext. 436.

THE BOWATER CORPORATION LIMITED



Our name will help you make yours.

Your success depends to a high degree on the reputation of the people you work with. What makes our name unique is the very personal way in which we work.

We recruit and train good people. We develop a personal enthusiasm for our clients' businesses. We maintain close personal contacts within our firm—so that our partners and managers can rely on the right

professional support from our specialist staff.

This is the tradition that has made us have built up over the years a reputation for commitment, we will help you expand your experience and your career.

Contact Roy Ashwell, Metropolis House, 39/45 Tottenham Court Road, London W1P 0JL. Telephone: 01-636 7777.

We will help you expand your career.

Associated Firms: Birmingham, Bournemouth, Bradford, Bristol, Bolton, Cambridge, Chester, Dublin, Edinburgh, Glasgow, Glasgow, Jersey, Leeds, London, Manchester, Newcastle, Norwich, Southampton, Swansea, Telford, Tyneside, York.

Chief Accountant

Merseyside

c. £11,000

The Owen Owen group operates department stores in the UK and Canada and a contracting and furnishing business. Group turnover exceeds £100 million.

We require a dynamic Chief Accountant to manage the Group Finance Department.

Candidates are likely to be of at least 30 years of age and must be qualified with at least 5 years' commercial experience, including involvement in management accounting and planning and controlling of resources and profitability. Ability to manage a centralised accounts department with well-developed computer systems and over 100 staff and to communicate with management throughout the business is essential.

Interested applicants should write with their career details to:

Mr. S. G. Adams, Personnel Director, OWEN OWEN LIMITED, P.O. Box 145, 105 London Road, Liverpool, L69 1RD.

OWEN OWEN

a great future in store.

Jonathan Wren · Banking Appointments

The personnel consultancy dealing exclusively with the banking profession



Lawyer for International Bank

A leading International Bank seeks a Manager to head its small but active Legal Department in London.

Applicants should be lawyers with a specific knowledge of banking and related law, preferably with experience gained in a banking environment. Responsibilities will include provision of sound legal advice to senior management on all aspects of the bank's activities, preparation of legal documentation (including loan agreements) and the monitoring of changes in legislation and legal practice.

A generous salary will be offered together with usual fringe benefits.

Please telephone in confidence, or write enclosing a Curriculum Vitae to: PETER S. LATHAM.

First Floor—entrance, New Street
170 Bishopsgate London EC2M 4LN 01-623 1266

PERSONNEL RESOURCES in the 80's

FINANCIAL APPOINTMENTS SERVICE LONDON, LEICESTER, LEEDS

BUSINESS MANAGEMENT

MARKET LEADER in the COMPUTER INDUSTRY

AGE 27-32

NEG. £9,000 + CAR

A career development opportunity for a Finance/Business graduates or MBA within a UK Division based in West London of a world leader engaged in the manufacture and marketing of computers.

The role demands commercial acumen, the experience to undertake financial appraisals of projects and the communicative skills to identify at Board level within the Group and with Client Companies.

Reporting directly to the Divisional Controller, you will assist the Regional Marketing Director by co-ordinating and controlling the financial evaluation and development of business proposals through to completion and play an active role in the presentation to corporate clients.

Personal advancement prospects into financial or marketing management are excellent. Remuneration is around £9,000 with good fringe benefits including an executive car.

Call Kevin Collins B.Comm on 01-248 6321

Personnel Resources Limited 01 248 6321

Head Office: HILLGATE HOUSE, OLD BAILEY, LONDON EC3N 3TH
Corporate Personnel Consultancy, Leading Specialists in Finance & Personnel Management Appointments

MANAGING DIRECTOR DESIGNATE

The London-based subsidiary of a U.S. publishing company with a major interest in presenting professional seminars seeks an experienced administrator of graduate status to understudy present managing director with a view to taking over from him in September.

Candidates should have a professional background and be about 35/45. A wide interest in legal and business matters and the ability to write effectively and to speak in public are essential.

The salary is negotiable but will not be less than £12,000 plus car and benefits. In addition, an incentive scheme will operate on appointment to M.D.

Write in confidence, with details of qualifications and career, to Box A7126, Financial Times, 10 Cannon Street, EC4A 3BX.

SHIPPING FINANCING SPECIALIST

You are a true professional of "Shipping" finance. You feel that being in charge of the Shipping Finance Department of a large international bank based in Paris would be an attractive career opportunity. You have a fair knowledge of French.

Send resume and references to: A.M.P. No. 5100/AL, 40 rue Olivier-de-Serres, PARIS 155 who will forward. We will contact you soon.

ARE YOU SEEKING A CHIEF ACCOUNTANT?

To match your specialist skills, we have a position in a large, established, multi-national company. The successful candidate will be responsible for the financial management of the company. We will give you a high salary, a car, and a pension scheme. If you are interested, please write to: The Personnel Department, 100, rue de la République, PARIS 11, who will forward. We will contact you soon.

STOCKBROKERS, RESEARCH, ANALYSIS, FINANCIAL, LEGAL, TAX, ACCOUNTING, PERSONNEL, TRAINING, MANAGEMENT, APPPOINTMENTS.

مكاتب التوظيف

FINANCIAL TIMES SURVEY

Thursday April 24 1980

FIFE

Region gets its own way

THE FIFE REGION of Scotland, that area on the east coast between the two great estuaries of the Forth and the Tay, can claim to be the place in Britain least touched by the upheaval of local government reorganisation.

Whereas the counties of England and Wales were melted down and remodelled, having bits added or subtracted around their edges, and those in Scotland were submerged under the weight of very much larger regional administrative units, Fife's borders remained unchanged.

The effect of this simple quirk has been dramatic: many of the costs or reorganisation were avoided, so that Fife was able to retain a high level of public services and at the same time be the lowest rated authority in Scotland for many years.

Perhaps quirk is the wrong word, because it was no accident that the new regional authority took over the boundaries of the old county council. It happened after a prolonged and vigorous campaign to ensure that it would be so.

The original proposal put forward by the Wheatley Commission, which drew up the scheme of local government reorganisation in Scotland in the early 1970s, did not recognise Fife as an entity to be retained. The old county, despite its historic unity (it is still

known widely as the Kingdom of Fife), did not seem to the Commissioners to fulfil the criteria for a region.

Rather than having a city or a large town as a focus to look on, it seemed to be looking outwards in two directions. The southern half of the county, where two-thirds of the population live in the towns along the bank of the Forth, looked naturally towards Edinburgh. Many people who chose to live in this part of Fife for the quality and cheapness of the housing commuted across the Forth rail or road bridges to work in Edinburgh and also looked to the city for professional services, for private education and for major shopping.

By contrast, the northern part of the county, the open rolling countryside containing much rich farmland, seemed to look across the Tay to Dundee, although the commuting area was much smaller, being confined to those small towns nearest to the bridges.

Fife County Council and some of the smaller burgh and district councils saw it differently and set up the all-party ("Fight for Fife") campaign to win regional status. It was not a unanimous fight. Some of the burghs nearest to Edinburgh wanted to join the new authority being created around the city. Some of these authorities had to be shown by means of plebiscites that their ratepayers did not agree. But there was support from some unlikely places. The commuters into Dundee, for example, were adamant that they wanted to keep their Fife identity.

The Government resisted the proposal until, in the committee stage of the reorganisation Bill, an amendment creating a new Fife Region was adopted by 13 votes to 10.

This piece of recent history is worth recounting because it throws light on the character of

Fife as it is today. The "Fight for Fife" demonstrated that there was a cohesion within the county and, as James Dunlop, the regional chief executive, points out, that with a population of over 300,000 and a rateable value mid-way up the league table of Scottish regional authorities, the resources existed to support a regional authority.

Yet it remained true that Fife did not have a natural centre.

This survey was written by
Ray Perman,
Scottish
Correspondent

The former county headquarters, the market town of Cupar, in North Fife, was away from the main centres of industry and population and lacked the space or communications to make it a good regional focus.

An attempt is being made now to remedy this deficiency. The regional council offices have been moved to Glenrothes new town in the middle of the county, which has good communications and is close to the towns of Levenmouth and Kirkcaldy.

But Bill Taylor, the region's director of planning, argues that the lack of a city or a large town in the region has been a strength rather than a weakness, meaning that political and administrative forces within the new authority were far more

evenly matched than in many other parts of the country. The resultant absence of conflict has had tangible benefits for industrial and domestic ratepayers.

Reorganisation brought other substantial advantages to Fife. Whereas previously local government was in the hands of a county council, two large burgh councils, 24 small burgh councils and seven district councils, it is now administered by the regional and three district authorities. The overlapping functions of the various authorities have been removed and there is now clear responsibility for locally provided services.

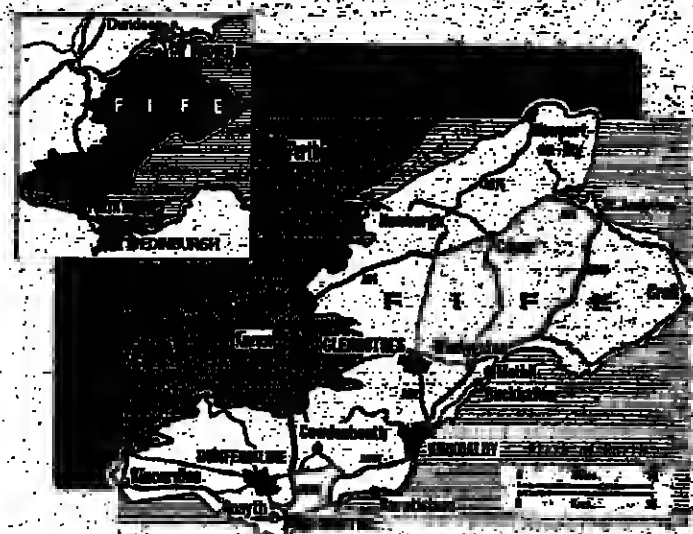
The number of elected councillors has also been substantially reduced. There were 111 members of the old county council and there are 90 district councillors serving on the second tier authorities. The number of comparable councillors under the old system was practically uncountable.

Although Fife today prides itself on keeping its costs low, it has also devoted a lot of its resources since reorganisation to improving the infrastructure of the region, particularly with the aims of enhancing the environment and encouraging industry—two aims which the council sees as complementary rather than incompatible.

Fife is an area of great natural beauty and has many lovely towns, including St. Andrews, seat of Scotland's most ancient university and the home of the Royal and Ancient golf course—where the game was invented. But the rise and subsequent decline of the mining industry left some parts of the region disfigured by old workings and spoil tips.

Land reclamation and landscaping has therefore been one of the region's priorities, in which it has worked closely with the Scottish Development Agency. Some areas, suitable for other industrial develop-

Fife is a cohesive area: it waged a successful fight to retain its identity when Scottish county boundaries were redrawn. It has a strong economy, supported by new industries which have filled the gap caused by the decline of shipbuilding, textiles and coal mining.



Glenrothes becomes administration's HQ

GLENROTHES new town is rapidly becoming the administrative centre of Fife Region, bringing welcome white collar jobs to balance the manufacturing employment that has been the economic mainstay so far in the town's 23 years.

Glenrothes Development Corporation is literally putting itself out to encourage this. It moved its headquarters from one office block to another to provide space for the Fife Regional Council to move into the town and is about to de-camp again to allow the Fife Health Board to set up home in its present building.

This time the development corporation will be moving to Balbirnie House, a mansion that was acquired when land for the town was purchased. Critics of the new town have commented on the unnecessary expense of housing the local bureaucrats in such stately surroundings.

But the development corporation finds no difficulty in justifying the transfer. "We have been unable to find a tenant for Balbirnie House so far," says Mr Tom Johnson, the publicity officer, "so it makes sense to move in ourselves. For three or four years' rent on our present headquarters we can renovate it and make it easier to dispose of when the development corporation is finally wound up."

Office space is not only provided by the development corporation moving around. Later this month the Secretary of State for Scotland, Mr George Younger, will open Kingdom House, a 36,000 sq ft block for the regional council, into which it will move 300 extra staff, in-

cluding architects, assessors, consumer protection department and school catering division.

Mr Younger will then mount a bulldozer to begin the site clearing for another 25,000 sq ft block. When it is complete it will have six storeys, each open to be divided as tenants move in. There will be space for 400 people when the building is fully occupied.

The attempt to attract more service employment into the town is an extension of the policy followed by the development corporation for many years in trying to diversify as much as possible the town's economic base.

Unworkable

That lesson was learnt very early when the Balmuccie colliery, new pits which the town was built to serve, were found to be unworkable. The failure of this one big employer forced the town to look for new industry to take its place—a task it has succeeded well in achieving.

With no overspill obligation to make the figures artificially high, the town's growth has been dependent on the rate at which it can provide jobs and homes. Its population increases have therefore been steady rather than progressing in dramatic leaps, but this has given time for Glenrothes to mature as it develops and has meant that many of the strains faced by other new towns have been avoided.

The original target population has jobs within the new town, itself, and most of the

others work within a few miles. But there is also a lot of commuting in the other direction. More than 5,000 people travel in from the surrounding towns and villages to work in Glenrothes.

The size of the designated area and its location in a dish in green hills midway between Loch Leven and the sea, give Glenrothes an airy open atmosphere.

The town occupies some nine square miles between the older settlements of Leslie and Markinch. Development railways from the administrative and shopping centre, which is being expanded as the town grows, Mr. Younger, in what is obviously going to be a busy day, will also off-site work on the third phase of the shopping centre, taking it from the present 360,000 sq ft to 460,000.

Industry is grouped in five industrial estates, one near the centre and the others grouped around the town's edge. A tendency towards light industry, particularly electronics, has meant a high proportion of jobs for women, which has compensated in part for the lack of service employment so far.

Housing is arranged in precincts of 1,000 homes grouped around a primary dramatic leap, but this has given time for Glenrothes to mature as it develops and has meant that many of the strains faced by other new towns have been avoided. The original target population has jobs within the new town, itself, and most of the

The only major strike we've had in the last 12 years has been in the North Sea.

Fife's prime position on the North Sea is just one of the reasons why Shell Expro and Esso Chemical have chosen a 650 acre site at Mossmorran, for one of Europe's biggest industrial developments—a new £2,000 million petrochemical complex. Our unequalled record of industrial co-operation helped them select Fife when seeking the best location.

But there are plenty of other compelling reasons why Fife is the place for any new or expanding business to be. Take electronics. Already Scotland is known as "the silicon valley of Europe," and 23% of this industry's total is in Fife. That represents 20% of our workforce in the manufacturing sector; twice anywhere else in Scotland.

Fife is one of Scotland's ancient Kingdoms, situated just across the Forth Bridge from Edinburgh. With three modern deep-sea ports, M90 access to the national motorway system, and major international airports at Edinburgh and Glasgow, Fife's communications within the U.K., with the Continent and the rest of the world are second to none.

FIFE.
YOU'LL BE IN GOOD COMPANY.

Fife really is a great place to live and work. Plentiful housing in the new towns and the countryside, over 30 fine golf courses including St. Andrews, and miles of beautiful coastline. These are just some of the extras you and your workforce will enjoy.

But you don't have to take our word for it. Ask Marconi, Shell/Esso, Beckman Instruments or any of the host of British, European and American companies who have benefited from moving to Fife. They'll tell you that for labour relations, communications, financial aid and amenities, Fife is worth considering when researching your new business location. Find out for yourself by completing and sending the coupon to David Ross, Industrial Promotion Officer, Freeport, Fife KY7 5LT, Scotland, or telephone 0592 754441.

To: David Ross, Industrial Promotion Unit, FREEPOST, Fife KY7 5LT, Scotland

☐ Please contact me to discuss opportunities in Fife.

☐ Please send me further information about Fife.

☐ I am not considering moving yet.

Please keep the information.

My business sector is

هكنا من النشيل

New industries expand the job market

THE DECLINE of Fife's traditional industries, coal mining, textiles, and shipbuilding particularly, forced on the regional authority (and on its predecessor, the county council) a policy of actively encouraging diversification in industry.

It is a path which has been followed so far with great success. Some 30,000 jobs were lost as old pits closed and other activities disappeared, but new companies moving into the region, many of them in new skills such as electronics, more than offset this deficit, creating 35,000 jobs over the last 10 to 15 years.

Over this period Fife, with 6 per cent of the Scottish population, attracted 20 per cent of the mobile investment. The local economy is now much closer in character to that of the UK as a whole and unemployment, while above the British average, is consistently below the Scottish figure.

The growth of electronics has been the most dramatic. From total employment of around 100 in the mid-1960s, the industry now employs more than 8,000 people in 50 firms. A survey by the region suggests that the number of jobs will keep on growing, perhaps by as much as 11 per cent in the next year.

The largest electronics company in the region is the Marconi Space and Defence Systems plant at Hillend, near Dunfermline. It employs 2,400 people in its two factories, many of them with advanced technical qualifications engaged on research and development work.

As its name suggests, the company concentrates on military and aerospace products and much of its output is classified. It does, however, include flight simulators for Nimrod anti-submarine aircraft, Lynx and Gazelle helicopters and the A300 Airbus, the sophisticated

Classman military field radio and computerised fire and control systems for artillery and the Chieftain tank.

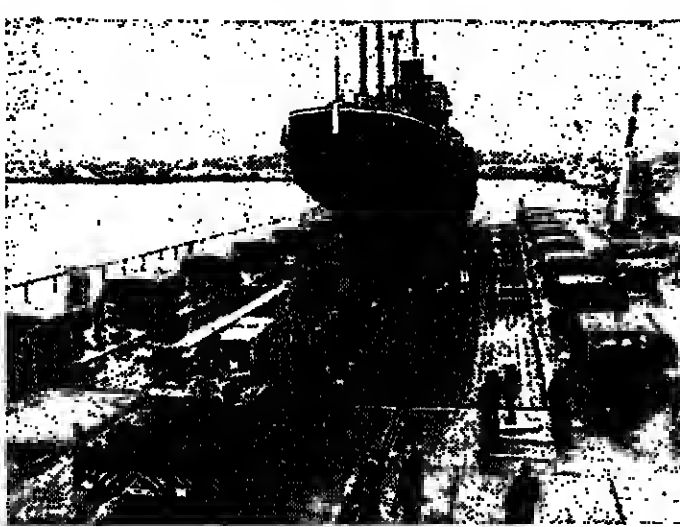
Marconi Hillend will also be involved in the £200m contract from the Defence Department for the Stingray lightweight torpedo, announced at the end of last year.

Philips, which has had a factory in Dunfermline since 1964, is also moving into the defence field and away from the manufacture of television components, which have provided work for its 700 employees but are now in decreasing demand. The company is developing a range of products, but has so far kept them secret.

The smaller electronics firms in the region cover a wide range, from banking terminals and data processing equipment, made by Fortronic, microwave aerials manufactured by Andrew Antennae, and in Glenrothes, which has nearly 20 per cent of its workforce engaged in the industry, General Instruments Microelectronics, Beckman Instruments, Burroughs and Hughes Micro-Electronics.

Without work The rapid development of the North Sea oil industry has also had an effect on Fife's economic base. Several engineering firms specialising in offshore equipment, such as FMC, which makes wellhead equipment, Keystone Cannon and TK Valves, have moved in and many existing engineering companies have shaped part of their operation to meet the demand from oil firms.

The heavier side of the business—fabrication of platforms and modules—has brought its problems. The Burntisland Fabricators yard, on the Firth of Forth, made a shaky transi-



Vessels of up to 1,000 tonnes can be lifted from the water by a Syncofloat undergoing trials at Rosyth naval base. The base, one of the region's major employers, has 8,000 civilian workers

tion from shipbuilding to module construction and after completing a contract for Texaco last year is now without work.

The platform yard at Methil, a short way northwards up the coast, also made a hesitant beginning into the industry, with long delays to contracts and heavy financial losses. But since a merger between its former sole owners, the British Steel Corporation subsidiary RDL and the Dutch construction group De Groot and a management shake-up and drastic pruning of the workforce, the yard looks to have turned the corner.

Its performance over the past 18 months has improved sufficiently to restore the oil

industry's confidence in the yard and preliminary indications are that it broke even last year—the first time it will have achieved such a result. It is therefore in a good position to bid for some of the large contracts which are known to be in the pipeline.

Not all of Fife's traditional industries have disappeared and those that have survived are in a healthy position. Although many coal pits have closed, there are still several left, including several of the most modern and productive in Scotland. The National Coal Board is at the moment beginning a development from the Seaford colliery at Kirkcaldy to exploit the rich seams under the Firth of Forth and link up

with the Musselburgh pit on the other side of the river.

The Coal Board is also a major engineering employer in Fife, through its central engineering workshops at Dunfermline, which carry out repairs and maintenance for all the board's mines in Scotland. The Royal Navy is also a large employer of skilled workers at its dockyard at Rosyth, which has more than 6,000 civilians on its payroll. The yard, which services NATO as well as British vessels, is assured of a full workload into the foreseeable future, but is having to compete with the oil industry for the skilled tradesmen it needs.

Other long established Fife firms have developed and survived, but only by investing large amounts of money and effort in modernisation and innovation. Nairn Floors at Kirkcaldy made its name making linoleum and still produces it, but these days most of its production is vinyl floorcovering. Nairn, now owned by the Unilever group, has the lion's share of the British market for the modern cushion vinyls and last year opened a factory to make them in four metre widths, meaning that most rooms can be covered without a seam.

Investments

The paper-making industry has been in Fife for over 200 years, taking advantage of the clean water of the rivers Leven and Eden. Tullis Russell, at Markinch, has recently commissioned a £12m computer controlled machine to increase production of its high grade paper and an investment programme is also underway at

John Dickinson Paper and Board, also at Markinch, which manufactures a successful brand of carbonless copy paper.

Smith Anderson and Co. has an integrated mill making paper bags (some from recycled paper) and has diversified into plastic bags with a plant at Falkland. Calter Guard Bridge has also been investing in its fine quality paper plant near St. Andrews and Inveresk Group's Caldwell factory at Inverkeithing makes white and tinted writing and special papers.

The whisky industry has not changed its product, although its plants, particularly in blending and bottling, have been modernised and mechanised.

The challenge facing Fife is to encourage and support these established industries while at the same time intensifying its efforts to attract new ones. Apart from the constant need to reduce the level of unemployment, the region will have to cope with an increase of around 1,200 in the labour force in the mid-80s as the present bulge in school population reaches the labour market.

The approach by the regional authority, in co-operation with central Government agencies such as the Manpower Services Commission and the Scottish Development Agency, has been many pronged. Promotion, particularly overseas, has been stepped up, and examination of industry's needs in regard to skilled workers and education and training has been undertaken, and new industrial premises are being provided, both on new estates and by transforming disused facilities, such as the No. 3 dock at Methil, which is being redeveloped at a cost of £3.4m.

BUTLER

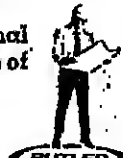
Butler Buildings offer you the best of both worlds

The benefits of a superb range of pre-engineered metal building systems—suitable for factories, warehouses, garages, virtually every type of industrial premises—backed up by the design and manufacturing experience of the world's leading metal building fabricator.

And the special knowledge, personal attention and design/build experience of a national network of local builders.

Why not contact Butler for your next building project?

Butler International Limited
Butcher Industrial Estate, Kirkcaldy, Fife, KY1 3LZ
Tel: (0534) 52300 • Telex: 7231 • Cable: BUTERL, Kirkcaldy.



Gas plant will lift economy

THE PLAN by Shell and Esso to build a £500m gas separation plant and associated ethane cracker at Mossmorran, near Cowdenbeath, is the biggest industrial project yet proposed for Fife and will have a major impact on the economy of the area.

The site itself was left as a wasteland after the decline of the coal mining industry and new employers have proved difficult to attract. The Cowdenbeath area has a made unemployment rate of 17 per cent, hence it is not difficult to see why the local authorities both at regional and district level, welcomed the proposal and have supported it throughout the three years taken to complete the planning process. It was this commitment which helped to win the project for Fife.

Originally the two oil companies wanted to build the complex near Peterhead in the Grampian region, close to the

landfall of the pipeline from the Brent field source of the gas which is still in process.

But, with plans at an advanced stage, it was discovered that Peterhead harbour could not be made suitable to take the gas tankers needed to remove some of the products. A search was therefore begun for an alternative site and Fife believes that the fact that it had already identified and zoned Mossmorran as an area for major industrial development and that it was known to be prepared to back Shell and Esso through the inevitable environmental protests that projects on this scale attract, were instrumental in securing the development for the region. A tanker terminal is to be built at Braefoot Bay, on the Forth, a short distance from the Mossmorran plants.

Natural gas from the Benrt field will be landed at St. Fergus, where the methane will be extracted at the British Gas Corporation terminal. It will then be piped overland to Mossmorran to be separated into its fractions—propane, butane and ethane. What will happen to these gases is the interesting question.

The separation plant itself, and even the cracker, which will produce ethylene from ethane, although expensive and complex pieces of hardware, employ relatively few people. It is the processes beyond these which hold the biggest promise in terms of economic benefit for the local community and it was to this end that the planning authorities were looking when they supported the applications for the basic plants.

Exports

Shell already has a contract to export some of the butane and propane to the United States, but the destination of the 500,000 tonnes a year of ethylene produced by the cracker will be crucial.

Ethylene has been described as the basic building block for the petrochemical industry. It is used in a legion and there are indications that the supplies produced from Mossmorran, being gas-derived rather than made from naphtha which has been rising dramatically in cost over recent years, will be very competitively priced.

Esso Chemicals, which is building and will run the cracker, has already said that it would prefer to see most of the ethylene go "over the fence," that is used to make other products, such as plastics, by downstream plants on the Mossmorran site, rather than being shipped elsewhere.

It has also indicated that it will consider building a "world scale" plastics plant itself and will possibly take a final decision on the matter later this year. Such a plant could involve another £100m in capital spending and have an output of around 100,000 tonnes a year of low or high density polyethylene.

The possibilities from then on are a matter of speculation and could be 10 years away from fulfilment. But the local authority would hope that economic logic would dictate that other companies come forward to fashion the plastic into finished products in new plants built near the Mossmorran complex.

Low density polyethylene is used for such things as plastic wrapping film, while high

density is used to make plastic bottles, buckets and other items for household use.

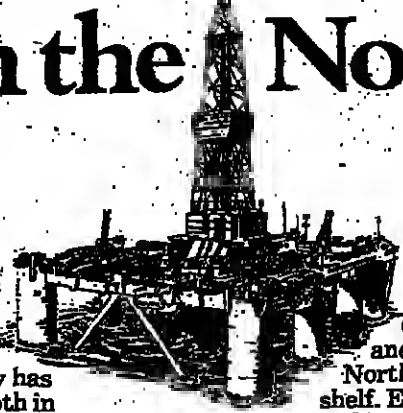
Plastic is only one use to which the basic feedstock could be put; there are many alternatives. Mr. Bill Taylor, director of planning for Fife Regional Council, hopes that in addition to the basic two plants—the gas separator and the ethane cracker—there could be two or three others before the end of the 1980s.

Direct employment within this period could be between 1,200 and 1,400, he estimates,

with perhaps a further 1,000 indirect jobs, although some might be already existing jobs which are secured by the additional revenue which Mossmorran will create.

He points out that, even though site work has only recently started and construction could be a year away, the spin off benefits to Fife have already begun to be noticed. Within the last six months several firms have moved into the region in the hope of winning some of the work contracts.

A chance to explore the best source of news from the North Sea



In a little more than nine years the North Sea oil industry has grown enormously, both in offshore exploration and production, and in ancillary onshore developments.

It is an industry that lives with fast-moving expansion, politics and projects which stretch modern technology to its limits. Decisions involving millions of pounds arise almost every day and call for constant access to a wide range of up-to-date, accurate information.

This is what the North Sea Letter & European Offshore News (NSL) provides. Produced by the Financial Times Business Information Limited, NSL is an

exclusive weekly review of oil and gas activities on all sectors of North-West Europe's continental shelf. Every week NSL gathers all the relevant information, interprets it, sets it in perspective, and provides a continuous well-referenced record.

This is compressed into a concise dozen or more pages that are essential reading for anyone involved in this dynamic industry. All for around £4 a week. So why not try the four-month test. Complete and return the coupon below and begin a four-month subscription, now.

Exploring for accurate information is rather like exploring for oil: painstaking, expensive work. This time, we think you'll find you've struck it rich.

To: Subscriptions Dept (NSL),
Financial Times Business Information Limited,
Minster House, Arthur Street,
London EC4A 9AX.

Please enrol me for a four-month trial subscription to the weekly North Sea Letter at £25 in the UK (£72 overseas including airmail postage). The overseas rate is payable at current exchange rates in any currency freely convertible into sterling.

☐ Cheque enclosed (Cheque payable to Business Information (NSL))

BLOCK CAPITALS

Name

Position

Organisation

Nature of Business

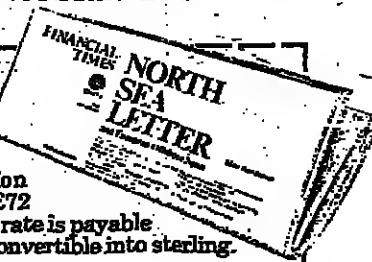
Address

Telephone

Date

Signature

Registered Office: Minster House, 10 Cannon Street, London EC4A 3DF.
Registered in London No. 202281.



We'll help get your plans for expansion off the ground.



When considering important expansion plans, it is essential to bring in the specialists during the early stages. Whether you're expanding, diversifying or modernising, get expert financial advice from the very beginning.

Our specialist services for industry at local, national or international level include Overdrafts, Term Loans, Leasing and Insurance—or a complete financial package.

It will pay you to consult us during the planning stages.

Involve Scotland's first bank first.



BANK OF SCOTLAND

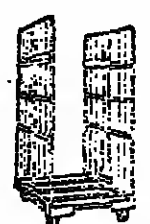
COMBITAINER

for savings in handling costs

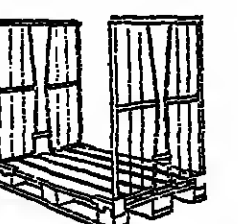
The Industrial Combitainer is a simple way of converting standard wooden pallets to containers which will stack in warehouses and on transport vehicles, and make handling easier.

- Quickly assembled and dismantled
- Special fittings not required on pallet
- Permits stacking without damage to contents
- Improves flexibility of storage area—reduces need for racking

The Trolley Combitainer is the proven way of reducing costs in the distribution of lighter weight goods. Savings of up to 40% on present distribution costs are possible.



The Trolley Combitainer for the handling and distribution of lighter weight goods and merchandise.



The Industrial Combitainer (with two, three or four sides) for heavy merchandise distribution, handling and storage using Fork Lift and Pallet Trucks.

B MAT LTD.

QUEENSWAY INDUSTRIAL ESTATE, GLENROTHES, SCOTLAND
Telephone: Glenrothes 753745

HERE'S A VERY MOVING STORY FROM THE REEKIE GROUP!

There are three companies in the Reekie Group. Reekie Plant, Reekie Motors, and Reekie Farm Mechanisation. So whether you want a commercial vehicle, a bulldozer, an excavator, a tractor, or a private car—you've only to get on to the relevant Reekie company and all your problems are solved.

The fact is, if it moves, we can almost certainly supply it. After which, we'll follow through with plenty of servicing back-up. For test-drives, or for a preliminary chat, get in touch.



G. Reekie Group Ltd South Road Cupar Fife
Tel: 2445/6/78 Telex: 76291

Also at Forres, Glasgow, Dunfermline, Kirkcaldy and Stirling

We are distributors for Ashington Rollers • Bedford & Vauxhall Vehicles • Bonatt Komatsu Bulldozers • Lister Equipment • Massey Ferguson Tractors • Sanderson Fork Lifts

22

LOMBARD

Deflating man's aspirations

BY BRIAN GROOM

THE RECENT DEATH of M. Jean-Paul Sartre, a man noted for contradictions, gives as good an occasion as any for considering that contradictions beset those concerned with economics and finance just as they beset philosophers.

Take, for example, that perplexing little family of words inflation, deflation (and its less well known cousin disinflation), reduction, and the modern variants stagflation and slumpflation. What do they mean? Inflation, being the oldest of them in economic meaning and older still in its wider sense, is allowed the dignity of being generally agreed to denote a process of rising prices, although there are variants such as wage inflation.

Inelegant

The two youngest members of the family are also precise if inelegant, stagflation meaning inflation combined with virtually no economic growth and slumpflation the same thing in a recession.

Alas, the same cannot be said for deflation. If I had let the air out of a child's paddling pool and then, on the reappearance of the sun, decided to blow it up again, I would be refating it. The process is one of re-inflation, or as defined by the Oxford English Dictionary, "inflation undertaken after deflation to restore the previous position." But price rises being the public hogey, who would dare to announce that he was to inflate the economy once more?

The word is now a technical term, say Keynesian economists, meaning the expansion of aggregate demand without necessarily implying a faster price rise: refation without inflation. Nonsense, say market economists, the artificial stimulation of demand causes prices to rise and is refationary in the strictest sense.

Deflation is the subject of still more bitter dispute. For market economists it is the antonym of inflation, that is, falling prices, and has not been seen in recent years: for Keynesians it has become almost a derogatory term meaning the willful depression of economic activity.

How is the non-economist to

tread his way through such a minefield of terms when the experts cannot agree? Even if he avoids the disputed ones, how is he to find his way among indifference, curves, monopolistic buyers of labour, imperfect oligopolies, and the cross-elasticity of demand?

Daniel Defoe's *Robinson Crusoe* has been described as one of Western society's principal myths because it shows *homo economicus* in all its aspects. The castaway recreates on his island the 18th century society he has left behind: he is his own workforce, his own manager, his own designer, his own supplier, his own distributor, his own consumer, his own builder, his own farmer. And the book was easily sold to a society in which increasingly the individual engaged in just one of those activities and had less and less of a grasp of the whole.

The division of labour has meant that men have looked more than ever to books and the Press and media to inform them of the world beyond their own restricted sphere. Moreover, they have had in an age of general franchise to vote governments in and out on the strength of what they learned therein. But how can they judge wisely when restrictive vocabularies bar them from even small ventures into highly technical but crucial fields?

Contradiction

The users of technical jargon are not always guilty of unnecessary obfuscation. Certainly not to the extent to choose a bureaucratic example, of a writer of the English language version of a Dutch memorandum on the structure of health care who declared that "if the family doctor is to make the most of his central place in the front rank, he will have to be able to function horizontally and vertically." It would be as bad in Dutch: the writer cannot see the people for the theory.

But a science such as economics cannot be conducted without technical terms. It is the duty of communicators and experts to make them as clear as possible, although it will never remove the fundamental contradiction: that differing versions of expertise are finally judged by those who lack it altogether.

THE NEW Companies Act will provide for criminal proceedings against insiders who trade on the basis of confidential information. Government and Opposition agreed that, in the words of Lord Trenchard, "Insider dealing was wrong and it should be disparaged and condemned in every way possible."

They also agree that it will be no easy matter to catch the culprits, particularly where they are neither in an exposed position, nor visibly connected with the management. The U.S. courts have already had some experience with these problems, and on March 18 the United States Supreme Court drew attention to one particular point of difficulty, namely to the determination of whether a "quasi-insider" is under the duty to disclose relevant information when dealing in shares.

The U.S. Federal Security Law provides criminal penalties for selling or buying shares without disclosing to the public any facts of special significance not generally available. The Securities and Exchange Commission (S.E.C.) prohibits in connection with the sale or purchase of any security, "any manipulative or deceptive device or contrivance in contravention of such rules and regulations as the Commission may prescribe." Its rule 10b-5 states that it

shall be unlawful for any person, by the use of any means or instrumentality of interstate commerce, or of the mails or of any facility of any national securities exchange, "to employ any device, scheme, or artifice to defraud, or to engage in any act, practice, or course of business which operates or would operate as a fraud or a deceit upon any person, in connection with the purchase or sale of any security."

It is worth noting that failure to provide information is not specifically mentioned in rule 10b-5 and, indeed, was not considered during its drafting.

The Supreme Court had to take a close look at these regulations when asked to review the prosecution of a printer who made \$30,000 in 14 months by buying shares in companies for which a take-over bid was about to be made. He knew of the take-overs because his employers printed the documents and the employers were, of course, well aware of the dangers of a breach of confidentiality.

They put up warning notices in the composing room indicating that anybody who made use of confidential information would be summarily dismissed. However, they did not rely on notices, and took care to code the names of the companies concerned, but the employee was able to decode the names and buy shares in the target companies without disclosing to the

sellers the information he had thus obtained. After the announcement of the bids, he sold the shares.

The transactions came to the notice of the Securities and Exchange Commission, which began an investigation, and in May 1977 the employee entered into a consent decree with the commission in which he agreed to return his profits to the sellers of the shares. At the same time he was dismissed by his employers. In January 1978 he was indicted on 17 counts of fraud under the 1934 Securities Exchange Act.

There could be no conviction unless there was a duty.

The jury, as the Supreme Court pointed out, was not asked to consider whether in the circumstances of the case the printer was under the duty to disclose. The printer was convicted on the insufficient grounds that he had failed to disclose material information.

Accordingly, the conviction was reversed, but Justice Stevens made a special point of adding that the Court had not necessarily placed any stamp of approval on what had been done. Nor had they held that

BUSINESS AND THE COURTS

BY DERRICK OWLES

A Federal District Court had no difficulty in convicting the printer and the conviction was affirmed by a Circuit Court of Appeal. However, the Supreme Court took a different view and took exception to the instructions given to the jury. It was clear, the Supreme Court said, that the liability rested on a duty to either disclose all material information or to abstain from dealing, but the trial judge had not made clear to the jury that

similar actions must be considered lawful in the future.

Although it is clear that under American law an insider is under a duty to disclose, it is by no means clear who is to be included in the term "insider" and this difficulty reflects the general complexity and uncertainty of the law relating to dealings in securities.

The legal profession has long been aware of the need for some simplification and clarification, and for at least eight years the American Law Institute, an

independent body made up of practising lawyers, judges and professors, has been working on a "Federal Securities Code."

This code has now reached the stage of an official draft and may well be the basis for a codification statute to be passed by Congress, but at the moment it is no more than a proposal. It is a lengthy document of more than 800 printed pages which attempts to bring some sort of order into the chaos brought about by the enactment from 1933 to 1940 of six closely inter-related statutes which in the course of time have been subjected to varying judicial interpretation.

One of the proposals in the American Law Institute's draft is the concept of the "quasi-insider." This new category would cover people like judges, clerks who trade on information in unpublished opinions, or bank employees who trade with knowledge of an imminent change in the margin rate, and perhaps even persons who are about to give profitable contracts to corporations with which they are not otherwise connected. However, the draft recognises that definition is not possible, and the area must be left to further judicial development.

The new UK Companies Act prohibits dealings by a person who has been "knowingly connected with a company" and it will be interesting to see

whether this expression will encompass the "quasi-insider" envisaged by the American lawyers who drafted the proposed Federal Securities Code.

Clauses 65 and 66 of the Bill would make it a criminal offence for "anyone knowingly connected with the company in the preceding six months to abuse their inside information to the detriment of 'outsiders'." It also covers anyone using information "which he knowingly obtained (directly or indirectly) from another individual who is connected with a particular company, or was in the preceding six months and who knows or has reasonable cause to believe held the information by virtue of being so connected." This definition should clearly include advisers, such as a company's broker or banker, and would also be enough to cover the printer in the U.S. case.

There is also little doubt that the information which the American printer had would be enough to prosecute a British printer under the terms of the Bill where emphasis is placed on specific "unpublished price-sensitive information." Possession of this and knowledge of its value will be the key point to be established in any criminal charges.

**Financial Times* 10-22, March 1980.
**Financial Times* 10-22, March 1980.
**Financial Times* 10-22, March 1980.

Monteverdi misses Newmarket

ALTHOUGH Vincent O'Brien this week said no decision on Monteverdi's participation in the 2,000 Guineas would be reached until the weekend, he has now made it clear that Night Alert will replace last season's leading juvenile at Newmarket on May 3.

With Night Alert switched from Sunday's Poule d'Essai des Poulains, Monteverdi waits for

typical powerhouse finish from Piggott, it is difficult to see him being good enough next week. The form of that Irish race took a furious knock on Tuesday when Johnny O'Neil, a narrowly beaten third, proved no match for either Marathon Gold or Last Fandangio in the Ladbroke Bine Riband Trial. Last Fandangio is considered some way behind Saint Jonathan, and therefore misses Newmarket in favour of a tilt at the Irish equivalent.

Turning to today's final programme of the Epsom Spring Meeting, by far the most informative event of the afternoon should be the Group Three Princess Elizabeth Stakes, in which eight fillies are due to go to post. Here Fulke Johnson Houghton sets punters a poser by saddling both Bay Street and Missed Blessing. John Reid, the stable jockey, partners

the last-named, leaving Piggott to deputise on Bay Street.

Missed Blessing did well to beat Divine Santi on her racecourse debut in the Duke of Edinburgh Stakes at Ascot in the autumn, but I expect Bay Street, who looked far from fully wound up at Kempton recently, to prove superior this afternoon. However, both will be hard pressed to deal with Hide the Key.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

EPSON

2.00—Heavenly Valley**
2.30—Twickenham
3.05—Hide the Key*
3.35—Una Yappa
4.10—Paradise Bay***
4.45—Bittermint

RACING

BY DOMINIC WIGAN

the BMW Nijinsky Stakes at Phoenix Park a week after the Newmarket classic.

Although Night Alert, a \$190,000 (\$85,000) son of Triple Crown winner Nijinsky, ran well on his reappearance in the Gladness Stakes when getting a home from Noeline under a

typical powerhouse finish from Piggott, it is difficult to see him being good enough next week. The form of that Irish race took a furious knock on Tuesday when Johnny O'Neil, a narrowly beaten third, proved no match for either Marathon Gold or Last Fandangio in the Ladbroke Bine Riband Trial. Last Fandangio is considered some way behind Saint Jonathan, and therefore misses Newmarket in favour of a tilt at the Irish equivalent.

Turning to today's final programme of the Epsom Spring Meeting, by far the most informative event of the afternoon should be the Group Three Princess Elizabeth Stakes, in which eight fillies are due to go to post. Here Fulke Johnson Houghton sets punters a poser by saddling both Bay Street and Missed Blessing. John Reid, the stable jockey, partners

the last-named, leaving Piggott to deputise on Bay Street.

Missed Blessing did well to beat Divine Santi on her racecourse debut in the Duke of Edinburgh Stakes at Ascot in the autumn, but I expect Bay Street, who looked far from fully wound up at Kempton recently, to prove superior this afternoon. However, both will be hard pressed to deal with Hide the Key.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

Hide the Key's stable companion, Major Gundry, will be many people's choice for the Warren Stakes but here Paradise Bay can add to the Queen's fine record with Epsom runners.

TV Radio

BBC 1

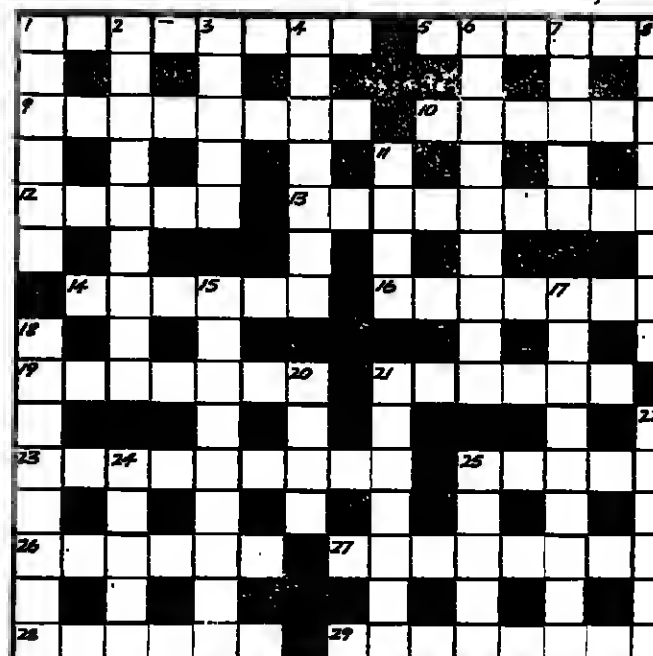
† Indicates programme in black and white
6.40-7.55 am Open University (Ultra high frequency only).
9.00 For School. Collectors 12.45 pm News. 1.00 Pebble Mill at One. 1.45 Mr. Bean. 2.00 You and Me. 2.15 For Schools. 2.30 Regional News for England (except London). 3.55 Play School (as BBC2 11.00 am). 4.20 The All New Popeye Show. 4.40 Graham's Gang. 5.05 John Craven's Newsround. 5.10 Blue Peter. 5.35 Captain Pugwash.

5.40 News.
5.55 Nationwide (London and South East only).
6.20 Nationwide.
7.00 Tomorrow's World.
7.25 Top of the Pops.
8.05 Taxi.
8.30 James Burke: The Real Thing.
9.00 Party Political Broadcast by the Liberal Party.
9.10 News.
9.35 Play For Today.
11.00 News. 11.10 Current. 11.12 Question Time.
12.07 am Weather/Regional News.
All Regions as BBC-1 except as follows:
Cymru/Wales - 5.55-6.20 pm Wales Today. 7.00-7.25 Heddidi. 12.07 am News and Weather for Wales.

Scotland-12.40-12.45 pm The Scottish News. 5.55-6.00 Reporting Scotland. 9.00-9.10 A Party Political Broadcast by the Liberal Party. 11.10 Current. 11.12 Question Time. 12.07 am News and Weather for Scotland.
Northern Ireland-11.30-11.50 am For Schools. 3.55-3.55 pm Northern Ireland News. 5.55-6.00 Scene Around Six. 7.00-7.25 Sportsweek. 12.07 am Weatherman. 12.08 News and Weather for Northern Ireland.
England-3.55-4.20 pm Look East (North); Look North (Leeds, Newcastle); Look Northwest (Manchester); Midlands Today (Birmingham); Points West (Bristol); South Today (Southampton); Spotlight South West (Plymouth).

9.10 The News. 9.15 The News. 9.40 Shelley. 10.10 News. 10.40 Thames Report. 11.10 News. 11.10 News. 12.10 am What The Papers Say. 12.25 Close: Personal choice with Dorothy Tutin.
All IBA Regions as London except at the following times:
ANGLIA
1.25 pm Anglia News. 2.00 Houseparty. 4.15 Champions All. 4.45 The News. 5.15 Champions All. 5.45 The News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
ATV
12.30 pm Gardening Today. 1.20 ATV Newsweek. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
BORDER
1.20 pm Border News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
CHANNEL
1.20 pm Channel News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
GRAMPIAN
1.20 pm Grampian News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
GRANADA
1.20 pm Granada News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
ITV
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
LONDON
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
MIDLANDS
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
NORTH
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
NORTH EAST
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
NORTH WEST
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
SOUTH
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
SOUTH EAST
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
SOUTH WEST
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
SUSSEX
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
THAMES
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
WEST
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
WEST MIDLANDS
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
WILTSHIRE
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.
YORKSHIRE
12.30 pm News. 2.00 Houseparty. 4.15 Champions All. 4.45 News. 5.15 Champions All. 5.45 News. 6.20 Houseparty. 6.50 About Anglia. 8.20 News. 9.00 TV Movie: Shoot Out in a One-on-One. 10.00 News. 10.30 News. 11.15 News. 11.25 News. 12.25 am News.

F.T. CROSSWORD PUZZLE No. 4258



- ACROSS
- 1 Play in machinery and recoil (6)
 - 2 Set table with provisions for feast (6)
 - 3 Where passengers arrive and depart could be final (8)
 - 4 Coins providing grain? (8)
 - 5 Late accepting ringleader in awe (5)
 - 6 Way to turn and walk (5)
 - 7 Liar I found surrounded by fruit (7)
 - 8 Rustle source of grass (7)
 - 9 Tick in acknowledgment (6)
 - 10 Fish in front of a waterfall and it should bring one down to earth (9)
 - 11 Soldier gets back in vehicle for a smoke (5)
 - 12 Hook to fasten (6)
 - 13 Abolish note marked with a ring (8)
 - 14 Free in river to boat (6)
 - 15 A spoiled mixture could become iridescent (8)
- DOWN
- 1 Happen to be tied incorrectly (6)
 - 2 Carry round top floor mat in timber (8)
 - 3 Landed proprietor with den on Duncannon head (9)
 - 4 Can lads turn on outside? It's a disgraceful thing! (7)
 - 5 Crime of burning in one side where cleric lives (9)
 - 6 Animal from eastern country (5)
 - 7 Open record and fail to win (8)
 - 8 Continent in atlas I admit (4)
 - 9 Darken and cause sorrow to (9)
 - 10 Gelatinous material is in drinking vessel (8)
 - 11 Cylindrical container that may be beaten (4)
 - 12 What housewives do to make large profits (5, 2)
 - 13 Intimate acquaintance cooked around the north (6)
 - 14 Vicar admits star performer to be an athlete (5)
 - 15 Ill-bred, surly fellow with ringlet of hair round his head (5)

Radio Wavelengths

BBC Radio London:
1548kHz, 200m & 94.5vht
Capital Radio:
1548kHz 194m & 95.0vht

London Broadcasting:
1151kHz, 207m & 97.3vht

RADIO 1

(S) Stereophonic broadcast
1 Medium wave.

5.00 am News. 5.30 News. 5.50 News. 6.00 News. 6.30 News. 6.50 News. 7.00 News. 7.30 News. 7.50 News. 8.00 News. 8.30 News. 8.50 News. 9.00 News. 9.30 News. 9.50 News. 10.00 News. 10.30 News. 10.50 News. 11.00 News. 11.30 News. 11.50 News. 12.00 News. 12.30 News. 12.50 News. 1.00 News. 1.30 News. 1.50 News. 2.00 News. 2.30 News. 2.50 News. 3.00 News. 3.30 News. 3.50 News. 4.00 News. 4.30 News. 4.50 News. 5.00 News. 5.30 News. 5.50 News. 6.00 News. 6.30 News. 6.50 News. 7.00 News. 7.30 News. 7.50 News. 8.00 News. 8.30 News. 8.50 News. 9.00 News. 9.30 News. 9.50 News. 10.00 News. 10.30 News. 10.50 News. 11.00 News. 11.30 News. 11.50 News. 12.00 News. 12.30 News. 12.50 News. 1.00 News. 1.30 News. 1.50 News. 2.00 News. 2.30 News. 2.50 News. 3.00 News. 3.30 News. 3.50 News. 4.00 News. 4.30 News. 4.50 News. 5.00 News. 5.30 News. 5.50 News. 6.00 News. 6.30 News. 6.50 News. 7.00 News. 7.30 News. 7.50 News. 8.00 News. 8.30 News. 8.50 News. 9.00 News. 9.30 News. 9.50 News. 10.00 News. 10.30 News. 10.50 News. 11.00 News. 11.30 News. 11.50 News. 12.00 News. 12.30 News. 12.50 News. 1.00 News. 1.30 News. 1.50 News. 2.00 News. 2.30 News. 2.50 News. 3.00 News. 3.30 News. 3.50 News. 4.00 News. 4.30 News. 4.50 News. 5.00 News. 5.30 News. 5.50 News. 6.00 News. 6.30 News. 6.50 News. 7.00 News. 7.30 News. 7.50 News. 8.00 News. 8.30 News. 8.50 News. 9.00 News. 9.30 News. 9.50 News. 10.00 News. 10.30 News

THE ARTS

مكتبة الفن

Record Review

Lulu • Osud

by MAX LOPPERT

Berg Lulu. Stratas. Mamra, Riegel, Tear, Minton, Blauheim etc/orchestra of the Théâtre de l'Opéra, Paris/Boulez DG 2740 213 (4 records), £18.50.

Janaček Osud. Prihyi, Hajosyova, Palivcova etc/orchestra and chorus of Brno State Theatre/Jilek Supraphon SUP 2011/2 (2 records), £8.98.

For the moment, the indispensable Lulu on records is the latest. As anyone not entirely insensible to the workings of the opera world must by now be aware, the DG set (already a garlanded prizewinner) is a product of that famous and glittering occasion at the Paris Opéra last year, when Berg's three-act opera was finally given in its full three-act form. The day of the two-act "torso" with two movements of the instrumental Lulu suite appended thereto has passed; and all previous Lulu recordings are rendered—if not obsolete, then of subordinate interest and value.

"It is a curious truth," wrote Robin Holloway, "one of the most sensitive and illuminating accounts (in Tempo No. 129) of that much reported Paris première, 'that the greatest surprises as well as the most overwhelming emotional effects in the newly revealed Act III of Lulu are achieved with music that every lover of the work knows extremely well.' Most explorers of this heartrending masterpiece will never become more than broadly familiar with the system of musical recapitulations, massed, and minutely complex of which the act is made. They should nevertheless appreciate the rich store of dramatic ironies inherent in the parallelism of the three husbands Lulu destroys and (in Act 3) the three clients who destroy her—the last, Jack the Ripper, literally.

They will no doubt recognise the music of the first instrumental interlude—music, with its Mahlerian upward-leaping major sixth, that recurs "at all the turning-points of Lulu's erotic career" (Redlich's phrase)—and salute the tremendous power it gathers in the opera's terrible closing pages. They may enjoy smaller moments of discovery (such as the fragmented, wily Lulu's carapace, first heard after the death of the Medical Specialist, returns for the episode of the speechless first client). The important thing is that the panoramic view of Lulu reveals a work of art far more radical in both its unflinching pessimism about human nature and its unflinching compassion for human beings than the "torso" was ever able to indicate. The sordid spectacle becomes yet more sordid; the music puts it into

perspective, draws meaning and substance therefrom.

So the Boulez Lulu is the one to have. It bears all the characteristics of a Boulez interpretation: clarity of texture, thought and sound; sharpness of purpose; a thoroughly well-ordered exposition. The first part of Act 3, a "party" scene of multi-layered brilliance and complication, is finely brought off. The Opera orchestra, though the strings skate anxiously along the film music sequence, and though the full brass sonority is often narrow and strident rather than deep-toned, makes an impressive showing. The cast is remembered from the BBC2 television relay, on record Kenneth Riegel's Alwa and Robert Tear's Painter (both sung with notable accuracy) come across far more spiritedly, while Teresa Stratas' Lulu seems to sacrifice a degree of definition—warm, yes, attractive in the lower reaches (the difficult high phrases, properly requiring a Constanze voice, are here treated to a mixture of flutters and squeaks), sympathetic rather than alluring. The passages of spoken dialogue are dutifully intoned, and not very dramatic.

It is possible to argue—indeed, I am prepared to do so—that earlier sets achieved, albeit in incomplete style, a fuller, more picturesque, more affecting interpretation of Berg. Decca's (D485D 3), two years old, with Anja Silja its heroine and The Vienna Philharmonic conducted by Christoph von Dohnányi, makes something lush of the music; richly modulated Viennese string tone, far from sounding inappropriate to the work, discovers in the music the expressive intensity that Boulez appears to spurn. The playing is altogether more beautiful, and the cast—notably Walter Berry's virtuoso Dr. Schön, Hans Hotter's masterly Schigolch, and a marvellously racy Animal Trainer by Kurt Moll—presents a much more flavourful dramatic entity. Silja's glaring high notes will not be to all tastes; but her cool, witty, inflections prove true both to Wedekind and to Berg. If Decca were to reassemble its forces for a separate recording of Act 3, the Lulu situation would change, immediately and materially.

The recent release in this country of Janaček's *Osud* (Fate), an event of lesser magnitude compared with the publication of the complete Lulu, is all the same a deed of real value. *Osud*, falling between *Jenůfka* and *The Adventures of Mr. Brouček*, is mature Janaček. The reason for its long neglect concerns the reputedly confusing libretto; rare performances have until recently been mangled in an opera-doctor's edition, with radical re-ordering of scenes and events. Once again, one of the gramophone's enduring services is shown to be its ability to put hearsay and

opera-doctoring to flight. These records introduce a work whose dramatic vision, full of admitted awkwardnesses, is original and significant, achieved in much lyrical, beautiful, and touching music.

The plot concerns a composed, Zivny, who encounters the famous opera singer, Mila, at a health resort. Some years earlier they had had a child; her mother drove them apart; in revenge he commenced an opera in which she was viciously portrayed. But after their second meeting and immediate reconciliation he leaves the work unfinished, and Mila is killed. In an accident precipitated by her now insane mother, in the third and final act, many years later, a rehearsal of the incomplete opera is in progress; Zivny relates the circumstances of his inspiration to the performers, when a storm breaks in upon the scene, and lightning strikes him down.

One parallel, though it must not be taken too far, immediately suggests itself with Lulu. Like Berg's Alwa, Zivny is both a composer and an auto-biographical sketch. The inspiration for the libretto was an incident in real life. (In 1897 Janaček met, at the spa of Luhačovice, Kamila Urvaková, recently the subject of the opera *Komilla* by her jilted ex-lover, Ludvík Celanský. Janaček fell in love with her, and made the incident the basis of *Osud*, combining in the character of Zivny both Celanský and himself). The idea was the composer's, though it was put into verse by Fedor Bartosova. In English translation—at least in the one provided with the records—the libretto reads as a weird mixture of high-flown symbolism and overripe romantic imagery.

Yet despite the tortuous verbal expression and the intermittent lapses of continuity and even comprehensibility, one comes to sense a work of vigorous dramatic imagination. In its fusion of radiant nature-painting (the opening scene at the spa, a hymn to the sun, brings a foretaste of the Vixen's wedding), turbulent emotional outpouring (the Mother forges a link between the Kostelníčka and the Kabanicha, and Mila between Jenůfka and Emilia Marty), and symbolist drama, *Osud* strikes out bravely in several directions at once; and if Janaček came to pursue each separate course more successfully in later operas, the mixture conveys a real fascination. Surely a production team—such as Anthony Besch and John Stoddart—used to untangling operatic knots could give us a vividly realised *Osud*. Meanwhile, the Brno recording, passionately sung by Vilem Prihyi (Zivny) and Magdalena Hajosyova (Mila) and affectionately conducted by Frantisek Jilek, is strongly recommended.



Barbara Flynn and Ralph Richardson

Cottesloe

Early Days

by B. A. YOUNG

It is always a pleasure to see the play of emotions across Ralph Richardson's face, the hint of mischief in the eyes to modulate a harmless exchange, a descent into the depths when the words are no more than descriptive. This is almost the only pleasure to be extracted from David Storey's new piece, apart from one or two verbal squibs as the eccentricities of Sir Richard Kitchen are revealed to us. Mr Storey no longer gives us the coups de théâtre he regaled us with in *Arnold Middleton* and *In Celebration*. A still life is all we are offered.

Sir Richard, lovingly played by Ralph Richardson, is at the centre of the picture throughout the evening (rather a short evening, about an hour and 40 minutes). He was once a famous politician, who has held Cabinet office for over six years. Now he is senile. He sits in his daughter's garden recalling scenes from his past as he is attended by family, friends and servants. "They come and go like ghosts," he says, and so indeed they do, entering without dramatic preparation when there is need for some progress leaving when their work is done.

Sir Richard has become tiresome. He calls out his doctor every night; he makes long, abusive telephone calls to his son-in-law's office, he makes offensive scenes in the village; he tries to conjure up an affair between his respectable daughter and the new doctor; he has engaged; he believes that the companion his son-in-law has got for him is a spy who

will help him defect to Moscow.

We don't unfortunately see much of this happening. It is talked of rather than shown as Sir Richard sits in the garden before Jocelyn Herbert's printed scrim background and the other people come and go ("like ghosts") as they are required.

Ghosts is perhaps an exaggerated word to describe their faint presence, but they are only lightly pencilled in. The quasi-military respect shown by the companion (Norman Jones) suggests a waiter rather than the catering adviser he is alleged to be. Rosemary Martin and Gerald Flood as daughter and son-in-law are middle-class stereotypes. Barbara Flynn and Peter Machin as their daughter and her poet-fiance are modern-day stereotypes. I have no doubt that Mr Storey has done this on purpose not to distract attention from his hero, but I longed for a little more humanity.

It is also only too true that old men in Sir Richard's condition often do not show intimate relationships with others. This is doubtless part of the author's portrait, but it sets a difficult dramatic problem if interest is to be concentrated there for a long period. Ralph Richardson and the director, Lindsay Anderson (who directed him in a not dissimilar part in *Home*), may be very happy in the degree to which interest in the character is maintained. Only in the sentimental cliché of the final line, something I would never have thought Mr Storey capable of, was my belief strained.

Royal Exchange, Manchester

Love on the Dole

by MICHAEL COVENEY

Critical colleagues in this neck of the woods claim to see Ronald Gow's 1934 adaptation of Walter Greenwood's little classic every other week. Coming fresh to the place in a buoyant new revival by Eric Thompson I am impressed by both its staying power and dramatic vivacity. The setting is Hanksy Park, a Salford backwater where unemployment is rife and revolutionary fervour in the air. But as this is an English play and not something of Sean O'Casey, the pessimistic drift of the action is fairly prefigured by one of the garrulous neighbours leaning back in the Hardcastle kitchen and declaring that Bolshevism is liable to break up home life and nationalise women.

O'Casey despised the play, as Mr. Gow's interesting programme note reports. Sally Hardcastle's boyfriend, Larry Meath (Joseph Peters) has no fine speeches to compare with

those of the O'Casey surrogate in *Red Roses for Me*. He dies just the same, though, in a police charge that arrives off-stage to break up the demonstration. The result is to send Sally running to the local spiv where, adopting an alien lifestyle, she manages to find jobs for her brother and father. The family unit is indeed destroyed. We are left with a ferocious study of the degrading effect of poverty, its assault on human pride. Old Hardcastle buries his head in his hands and wonders where he went wrong.

These areas of the play are truthfully observed and truthfully played. Carmel McSharry informs Mrs. Hardcastle with a defeated calm and humble purpose, while John Barton turns in an unbeatable portrait of the old man who has lived by inherited standards only to see his daughter reject them and offer help by crossing to the opposition. Sally's entrance at

Heritage Fund Trustees

The Prime Minister yesterday announced four Trustees to join the recently appointed chairman, Lord Charteris on the National Heritage Memorial Fund. They are Lady Airey; Sir Robert Cooke; Mr. John Smith; and, representing Northern Ireland, Mr. Charles Kinahan. Another six trustees will be appointed shortly.

With the trustees already chosen the Fund can get down to business, and it is expected to have its first meeting next week to consider applications under the recently past legislation. The fund receives £6.2m from the Department of the Environment and the same sum from the Office of Arts and Libraries to acquire and preserve properties for the national heritage. The trustees can themselves define

national heritage but it could cover anything from a stretch of threatened coastline to a stately home to a valuable picture or item of furniture.

In addition a further £3.1m will be available in 1980-81 to reimburse the Inland Revenue for the tax lost when a property is accepted in lieu of Capital Transfer Tax. It is quite possible that if an historical institution is threatened both the Fund and the money to be set against it could be called upon to save it for posterity. However, it is acknowledged that if a really important part of the national heritage was under attack, such as Chatsworth, the Government might have to step in on a rescue operation outside of the financial capabilities of the fund. A.T.

Philharmonie Berlin

Music as the focal point

by RONALD CRICHTON

More than 16 years have passed since the new home of West Berlin's precious possession, the Philharmonic Orchestra, was formally opened, the curving roof soaring to an apex dominating the flat area near the Tiergarten, proclaiming different values near the dividing wall. One recalls the outside a year or so before completion, the concrete clad in shining gilt. This has not entirely solved the problem of the dirty wall a modern city atmosphere throws over concrete. The gilt shell, reputedly expensive, looks slightly shoddy and is already being cleaned. The building is still incomplete, still evolving, two sides surrounded by scaffolding and builders' mess for a chamber music hall and a museum for instruments.

The inside is another story—I had never seen it before. The foyer is spacious, airy, imaginatively lit both by day and artificial light, colour streaming in through areas of wall pierced by tiny round windows filled with thick stained glass, the colours echoed by ceramic tiles set into a slate floor, shiny but not slippery, apparently soundless. There is no competing sense of direction, yet the apparently aimless hung staircase lead with a minimum of effort to the auditorium.

"Music as the focal point. This was the keynote from the very beginning." Those are the words of the architect, the late Hans Scharoun, who placed the auditorium in the centre with the public grouped all round the orchestra, the conductor's position marked externally by a metal sculpture poised on the apex of the roof—the reader will be aware that the conductor most closely associated with the hall is Karajan.

Festival Hall

Philharmonia by PAUL DRIVER

Like his compatriot Rozhdestvensky, Yevgeny Svetlanov is a profoundly extrovert, physically expressive conductor. But whereas the former affects a certain buffoonery—albeit concealing wilfulness and quixotic intelligence—Svetlanov has a dapper, even effeminate fastidiousness, shaping phrases in the most direct, punctilious manner yet conveying an immense and comprehensive passion.

Currently directing the Philharmonia in three concerts of mostly Russian fare, Svetlanov chose a programme on Tuesday night that bore excellent witness to the breadth of his sympathies, setting the most English of all works of music—Elgar's Second Symphony—against one of the most Russian—the third piano concerto of Rakhmaninov.

Nobody could fault Svetlanov's Rakhmaninov, with John Lill as soloist—unless, that is, one wanted to prescribe delicate vulgarity for the performance of an essentially vulgar piece. For together they imposed a great deal of taste

and sensitivity upon it; not of course with bolding the bombast, but making it clean and crisp; not allowing the maudlin note-spinning of the lyrical sections to lead to a perfect Rakhmaninov's almost pornographic self-indulgence. Svetlanov emphasized the unbroken continuity of the concerto and its pretensions to taut symphonic argument.

The "big tunes" with which Rakhmaninov is always credited (though what exactly are the criteria of measurement) did not seem for once mere exercises. John Lill excavated many pockets of delicacy—for instance in the dialogue with solo flute in the finale—and his first cadenza had the splendid excitement of a very giddy toboggan ride.

Nobody could really fault Svetlanov's Elgar either. He communicated a deep, satisfying understanding of the Second Symphony's elusive statement. The elements of pomp and malice were strongly brought out where appropriate; but, avoiding undue insistence, he properly revealed the emotional core of this work—like most of Elgar's—to be its reticence and intense sadness.

used for a meeting of the Friends of the Philharmonia—presumably such occasions will be held in the chamber music hall once that is ready. This one began with the Brahms Horn Trio played by Bernd Gellermann (violin), Philipp Moll (piano) and Norbert Hauptmann (bore). Down at centre front the huge hall (2,200 places) feels surprisingly small, like a cupped hand. Balance, however, was off. From a seat marginally nearer the violinist the other players sounded over-discreet. The horn part, in particular, was banded with a delicacy admirable except at the anguished climax of the marvellous Adagio mesto, where one loomed for more uninhibited wildness.

The Brahms was a prelude to a talk by the critic, writer and broadcaster Klaus Götzel on Hans von Bülow. The famous pianist and conductor who lost his wife Cosima Liszt to Wagner is in danger of being remembered principally as a monumental cuckoo. Götzel rightly concentrated on his phenomenal musicianship, especially his meticulous preparation of the first performance of *Tristan*, which he conducted at Munich, and on his years with the celebrated Meiningen Orchestra.

Liszt was one of the greatest of pianists. Both he and Wagner were pioneer conductors, but they were primarily composers. Bülow was the first star conductor in the modern sense. His musical allegiance moved from Wagner to Brahms. Although they came in the wrong historical order (the Trio was written in the same summer of 1865 that saw the *Tristan* premiere) it was nice that Brahms in the morning should be followed in the evening by *Tristan* (reviewed last Thursday) at the Deutsche Oper.

GROVEWOOD SECURITIES

£13.2 MILLION PRE-TAX PROFIT FOR 1979

INCREASE OF £2 MILLION

- Turnover £137m (£107m 1978)
- Exports £26m (£21m 1978)

John Danny, Chairman and Chief Executive, announces a record profit for the 12th consecutive year.

This success is due to the quality of the people who run our businesses. Entrepreneurs sell to us part of their shareholdings, retaining management control, and then dispose of the balance over periods suitable to them. These happy and prosperous "partnerships" are what Grovewood is all about.

Substantial funds are available for investment. Enquiries are welcomed.

10 YEAR PROFIT RECORD

	£ million		£ million
1979	13.230	1974	3.279
1978	11.235	1973	2.805
1977	7.160	1972	1.945
1976	5.646	1971	.912
1975	3.667	1970	.626

SCIENTIFIC INSTRUMENTS, BUILDING MATERIALS, TELEVISION, ELECTRICAL AND HOUSEHOLD GOODS, ENGINEERING, AGRICULTURAL MACHINERY AND SPARES, MOTOR VEHICLES, MOTOR RACING CIRCUITS, MEDICAL AND NURSING SERVICES.

GROVEWOOD SECURITIES LIMITED

45 CIRCUS ROAD, LONDON, NW8 9JJ.
A MEMBER OF EAGLE STAR GROUP

U.S. \$30,000,000



Motor Ibérica sa

Medium-term Euro-dollar loan

MANAGED AND PROVIDED BY:

BARCLAYS BANK INTERNATIONAL LIMITED
SUCURSAL EN ESPAÑADEUTSCHE BANK AKTIENGESSELLSCHAFT
SUCURSAL DE MADRIDMORGAN GUARANTY TRUST COMPANY OF
NEW YORK

AGENT BANK:

MORGAN GUARANTY TRUST COMPANY OF
NEW YORK

This announcement appears as a matter of record only.

January 1980.

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4A 3BY

Telegrams: Finantime, London FSA. Telex: 8954871, 852097

Telephone: 01-246 8000

Thursday April 24 1980

The price of co-operation

IN A WORLD of growing competition for oil and raw materials of all kinds the Soviet Union, with its huge endowment of natural resources has a big advantage, not only over its super-power rival the United States but over the industrialised West as a whole.

The rate of increase in Soviet oil production, however, has been steadily declining, exploration has fallen well behind target, and the Soviet Union has neither the industrial capacity nor the technology to exploit fully the reserves which exist but which are to be found in increasingly inaccessible areas where costs are high and climatic conditions atrocious.

Energy front coal production is also well below target, nuclear energy is subject to the cost overruns and delays also encountered by the West and only natural gas output is showing any real growth.

Warning

In recognition of this situation the Soviet Union has warned its Comecon allies not to expect increased supplies of oil in future, even though it has pledged to raise its total energy exports—including gas, coal and electricity—by 20 per cent over the next five-year plan period.

This helps to explain why Iran has approached several East European countries with offers to sell oil and why the East Europeans, especially the Romanians, have been interested, particularly if they can make long-term arrangements.

According to the latest Western estimates Eastern Europe will need to import some 20m tons annually from non-Soviet sources by 1985. This is much lower than original estimates because of the expected effect which higher prices will have in stimulating energy conservation programmes. Looking further ahead the more pessimistic analyses of future Soviet oil production see the Soviet bloc transformed from being a substantial net exporter of energy to a net importer towards the end of the decade.

This raises some fundamental questions for the West and for the non-communist world's oil producers and consumers. Put crudely both East and West face the choice between making oil a major source of conflict over the rest of this century or, alternatively, making it the

basis for future long term and mutually beneficial co-operation. The basis for such co-operation lies in the complementary nature of Western technology and Soviet resources. Despite Soviet claims that it has the means to develop its own energy resources the fact is that left to its own devices the pace of development would slow drastically. This would hasten the day when the Soviet Union and its allies become active competitors for OPEC oil. This need not create any particular difficulties provided the Soviet Union and its allies were prepared to buy that oil on the open market or through bilateral trade deals. It would certainly be another factor helping to drive up oil prices, but that could be lived with.

The real danger would arise if securing access to Middle East oil in particular were seen in the Kremlin as a justification for policies aimed at weakening still further the western position and extending its own influence over the area. Western fears that this might be the case have been exacerbated by the Soviet invasion of Afghanistan and the way it is playing up to Iranian anti-Americanism. It is a situation which poses western politicians with a difficult choice. The Soviet Union itself is deeply aware of its own economic shortcomings, which are increasing. But it is attempting to make a strength out of its weaknesses by holding out the offer of lucrative contracts to West European and Japanese companies willing to involve themselves in long term energy and resource development projects. This also fits in with its overall strategic aim of trying to split Western Europe and Japan from America.

Constructive

So far the West as a whole appears to be resisting these blandishments. There are many in the West who believe that helping the Soviet Union develop its economy is not only mutually advantageous but would also channel Soviet energy into more constructive channels.

Against this however is the fear that Western economic assistance serves principally to strengthen the already disproportionate strength of the Soviet military machine. Until this dilemma is resolved the question of a resumption of East-West co-operation looks like remaining in suspense.

The aim is that a national agreement on pay and conditions will form the basis from which other benefits at site level will flow, notably a dramatic improvement in cost control and in productivity. The implementation of the agreement would be monitored by a National Joint Council. On large sites—those with a project value of £40m-£50m or more—this body would be supplemented by project joint councils. While there would continue to be local bargaining, the basic rate agreed at national level would probably be a larger part of total remuneration than it is at present. Moreover the labour agreements which individual contractors entered into with their own employees would have to be approved and audited by the national and project joint councils.

Before these reforms can take place many points still have to be settled, not least the rate of pay which the employers would offer and the productivity strings attached to it; more flexibility between trades and a greater willingness to operate shift systems are certain to be on the shopping list. But there is also uncertainty about the scope of the new agreement. Would it, for example, include the leggers, or thermal insulation engineers, who are at the centre of the Isle of Grain dispute and are a source of difficulty at other sites? Partially through ruthless use of bargaining power this group of workers has in some cases been able to extract so-called bonus schemes which generate earnings wildly out of line with other groups on the same site.

Reluctance

Just as the CEBG has faced immense difficulty in trying to bring the laggards back into line on the Isle of Grain, so there appears to be reluctance on the part of the unions involved in thermal insulation to bring this trade within the proposed national agreement. One hopes that the gravity of the situation at the Isle of Grain will spur the warring parties not merely to solve that particular problem, but to solve it in the context of a national agreement which offers the prospect of bringing a long-running national scandal to an end.

A POLITICAL map vital to the understanding of British Rail's long-term strategy is circulating among Board members at Rail House, the Euston headquarters of BR. It shows the rail network of Great Britain and the Parliamentary constituencies—coloured red or blue.

It is clear at a glance that Britain is bluest below the railway line from London to Bristol as well as in London and the south east corner, just where frustration of commuters at the quality and reliability of British Rail's service is building up.

Sir Peter Parker, chairman of the British Railways Board is deliberately encouraging the expression of the frustration of commuters in this region. He has attended commuters' clubs and public meetings and published his "Commuters' Charter," setting out British Rail's view that investment to re-vitalise the London and south east network should be double the £880m approved by the Government for the next 11 years.

He was instrumental in persuading the Government to refer the region's commuter services to the Monopolies and Mergers Commission—for so investigation of BR's efficiency—under the new Competition Bill. Thus BR is deliberately

exposing its shortcomings—but in a way which will ensure that the cause of those shortcomings is plain for all to see.

His ultimate targets are nothing less than root and branch changes in both the way British Rail is allowed to operate and in its relations with government and the private sector.

Low productivity of the rail workforce will certainly be there for all to see. Lack of staff, poor morale, low investment and out-of-date equipment have sapped the quality of much of the services. BR is confident that these failures are due to structural problems in the way the railways are currently financed and the way the Government expects them to operate.

The issue is now firmly in the political court, with British Rail determined to use the test case of the London and south east investigation as the base for a pro-BR campaign across the whole country.

The object is to win support and a greater understanding of British Rail's problems. Steady fall in the quality of services on most routes at a time of annual rises of up to 20 per cent in fares will be at the heart of the campaign. The hope is that the Government will be unable to resist the rising tide of frustration among passengers.

BR, therefore, is now heading, irrevocably it seems, for a period of turbulence which will rock relations with its two staff and with the Government in the run-up to the general election.

And this is in spite of its marketing successes last year and in the mid 1970s in the face of constantly rising fares—now among the highest in Europe.

The problems are almost all to do with money and with British Rail's need to make more efficient use of its resources, both human and financial, particularly where these have been limited by government cash restrictions. The management argues that the restrictions have been imposed in the unfair way possible, in the light of rising inflation.

The row about how Britain's railways should be allowed to operate and about what standards of service the Government and the passengers should expect has been simmering for some years.

British Rail has until recently been very careful in the way it has allowed the problems to catch the public eye. But in January, the imminent probability that it would breach the £715m cash limit set by the Government, made its managers decide to withhold promised bonus payments to the railwaymen.

More important, for the public at least, was the halt called by British Rail to its plans to lay a total of 36 miles of high quality continuously welded rail track on various routes. The immediate impact of this move will probably be to slow down the standard of the track so that maximum operating speeds are not possible.

Its strategy is not just to acquire more public money to spread like icing across the whole rail network. That is the easy "solution" to rail problems adopted by SNCF, the French state railway, which because of a huge injection of public money has had a spree of ripping up old track, laying new high speed lines and building advanced luxury express trains.

British Rail's case is that it is not looking for substantial increases in state aid to help solve its problems. But it argues, it does want the Treasury to assess more fairly the amount of support for socially essential passenger services.

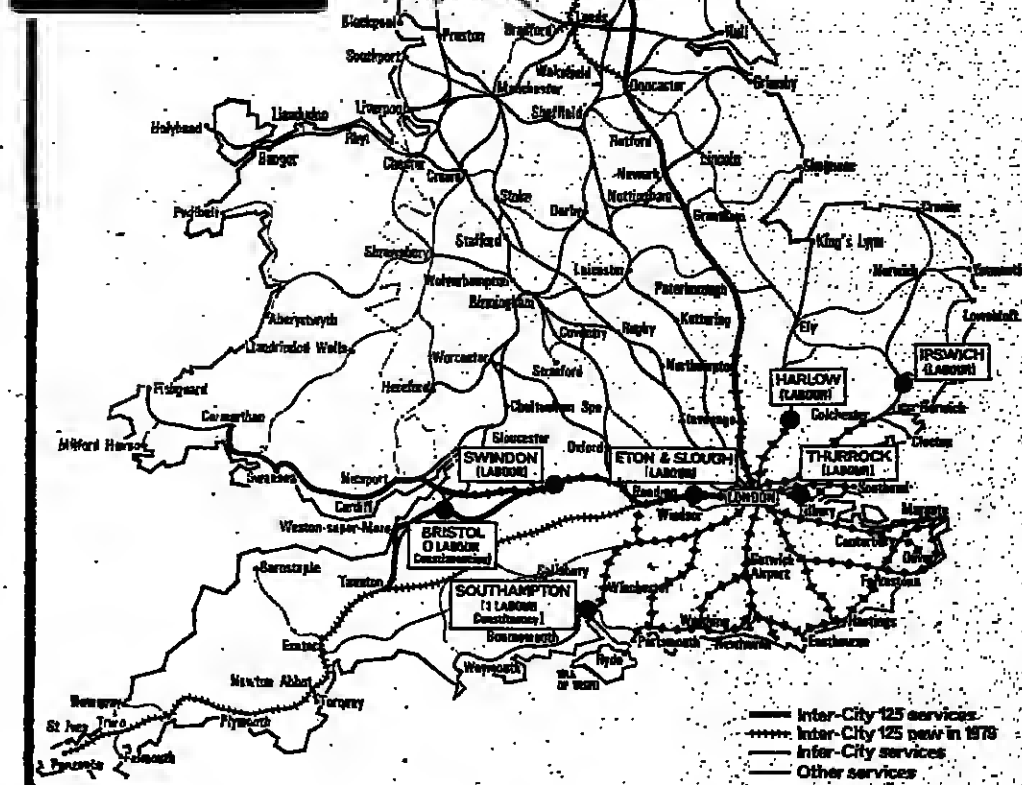
Sir Peter Parker, in his annual report for 1979, published yesterday, said the railways cost the taxpayer 17 per cent less in real terms last year than five years ago.

BR was set the target in June 1975 of pegging the level of support in real terms, for passenger services in subsequent years to the 1975 level.

Last year, this support, known as the public service obligation grant, or the PSO, which helps pay for passenger services that cannot be justified on commercial grounds, was £530m out of a possible total of £544m.

The money was not all used because of British Rail's failure to spend up to the limit of its forecast investment levels. It argues that this was caused by the uncertainty created by the Government over future levels of support it would offer for the passenger services, par-

THE KEY TO SIR PETER'S STRATEGY



Labour held seats on the Bristol Line and in the South and South East after May 1979 General Election. All other services in these areas are held by Conservative (London & the Home of Wright are excluded).

Increases in the cash limits for BR are below the current inflation rate of 19.7 per cent per annum, and in recent years have actually been cut back from the planned, already low levels.

In order to maintain standards, BR can raise fares or cut out services by reducing the size of the system which has to operate inside the cash limit, or by raising productivity.

Even with higher productivity, Sir Peter says the quality of services will deteriorate substantially after the end of the current financial year because of rising costs and BR's inability to raise enough money for desperately needed investment.

The quality of service British Rail provides is not defined in any of the statutory requirements which govern its operations. But as quality falls at an increasing rate up to the next general election, British Rail believes pressure from passengers will force the Government to insert "specific standards" of quality requirements into the 1974 Railways Act, which merely states that "BR shall operate its rail passenger system to provide a public service which is comparable generally with that provided by the BR board at present."

One effect of such a development would be immediately to raise the amount of support needed for the socially essential passenger network. Since this is unlikely to be forthcoming, BR's strategy calls for a number of radical solutions, so far not

the Transport Minister, has repeated time and again the need for substantial improvements in productivity.

The first major breakthrough towards achieving better productivity came last week when BR and the three main rail unions agreed to a pay and productivity package. The first 16 per cent of a 30 per cent pay award came this week and the further 4 per cent will be paid on June 30. Although only about 21 per cent of the total is linked directly to higher productivity, BR believes the way is now open for further substantial improvements in this area.

Improvements in the efficiency of Railfreight—which lost £3m last year despite a Government directive to break even—are at the heart of the latest productivity agreement and Sir Peter

is judging his own performance as chairman of the British Railways Board on his success in getting productivity improvements there.

He says he has to get agreement because "productivity is the key to the confidence of the Government in the future of the railways." But productivity is not the full answer to getting BR back on the lines as a high quality railway.

British Rail now operates with financial resources that apart from fares and charges are essentially fixed. Annual

increases in the cash limits for BR are below the current inflation rate of 19.7 per cent per annum, and in recent years have actually been cut back from the planned, already low levels.

In order to maintain standards, BR can raise fares or cut out services by reducing the size of the system which has to operate inside the cash limit, or by raising productivity.

Even with higher productivity, Sir Peter says the quality of services will deteriorate substantially after the end of the current financial year because of rising costs and BR's inability to raise enough money for desperately needed investment.

The quality of service British Rail provides is not defined in any of the statutory requirements which govern its operations. But as quality falls at an increasing rate up to the next general election, British Rail believes pressure from passengers will force the Government to insert "specific standards" of quality requirements into the 1974 Railways Act, which merely states that "BR shall operate its rail passenger system to provide a public service which is comparable generally with that provided by the BR board at present."

One effect of such a development would be immediately to raise the amount of support needed for the socially essential passenger network. Since this is unlikely to be forthcoming, BR's strategy calls for a number of radical solutions, so far not

attempted by the Government or the board. British Rail would like to see its "separate" businesses completely decentralised into "clear, accountable" groups, which separately could justify the case for their own investment in BR and the Government.

The first moves towards this goal are already in hand under the guise of separate financial targets for the successful Inter-City network and the loss-making freight business.

Already these operations are essentially run as separate businesses. But one school of thought would like to see them operate much more like Sealink (UK) and the BR ferry company, which also has specific financial targets for a return on its investment. Sealink is a limited company under the BR Board and with BR Property and BR Hotels to be formed under Government plans into a partnership with the private sector. This would release up to £30m of investment for use by BR as this would come from the private sector.

Inter-City and Railfreight may also become limited companies, under the long-term BR strategy. This would leave British Rail with three broad areas of operation, which are unlikely ever to be commercially viable—those railways operated in association with local authority passenger transport executives, the rural railways and their railways in London and the south east of England.

These three are all essentially "social railways". British Rail would like to see the Government's public service PSO grant go solely towards the running of these services, which BR hopes

would, then have been set specific targets for the quality of service which in turn could be linked to the level of state support. The other sectors would be self-financing.

British Rail considers that the ultimate change may be for it to be formed into a simple holding company from which Inter-City and Railfreight would hire equipment and rent track space. However, although a similar idea operates in Canada, it may not provide all the answers to British Rail's problems.

A clearer understanding with Government that part of British Rail can never be made to operate commercially and needs support, and that other parts have a bright commercial future in partnership with private enterprise, is what Sir Peter wants to see emerge.

Contributions between Sir Peter and the Government in his four years as chairman have been few. He agrees with the mixed economy approach to the British Rail subsidiaries now adopted by Mr. Norman Fowler. The problem Sir Peter faces as he enters the fifth and final year of his current contract in September is that future discussions may not be so amicable, and he hopes to have the passengers on his side.

The large site scandal

THE DISPUTE which has halted construction of the Isle of Grain power station—and which could lead to the abandonment of the project—illustrates in an extreme and ludicrous form the longstanding problem affecting large construction sites in the UK. The building of power stations, chemical plants and other large-scale installations has been subjected in far too many cases to long delays and increases in cost, mainly because of poor labour relations on site. Productivity on these sites is far lower in the UK than on the Continent and elsewhere, with the result that plants take much longer to build.

More complex

To some extent the trouble stems from the casual nature of construction work, but this is only part of the story. As projects have grown in size and complexity, management weaknesses on the part of contractors have become more exposed and more damaging. The different trades required on site are regulated, to a greater or lesser extent, by a variety of different national agreements which leave ample scope for local or second-tier bargaining. Leap-frogging between one group of workers and another is rife. Some contractors, anxious to complete their part of the project quickly, will pay any price to get the job done. Shop stewards have become adept at identifying the critical elements in the construction process and at holding their employers to ransom. Inter-ethnic strife between and sometimes within trade unions has contributed to poor labour relations.

For several years the three main parties involved—the electricians (such as the Central Electricity Generating Board) and the oil and chemical companies—the contractors and the unions—have been seeking a way out of the mess. It had been hoped that by the end of March this year agreement would have been reached on a comprehensive national site agreement which would subsume at least the more important of the individual agreements now in force. That deadline, like a good many that preceded it, was missed, but discussions are continuing.

The aim is that a national agreement on pay and conditions will form the basis from which other benefits at site level will flow, notably a dramatic improvement in cost control and in productivity. The implementation of the agreement would be monitored by a National Joint Council. On large sites—those with a project value of £40m-£50m or more—this body would be supplemented by project joint councils. While there would continue to be local bargaining, the basic rate agreed at national level would probably be a larger part of total remuneration than it is at present. Moreover the labour agreements which individual contractors entered into with their own employees would have to be approved and audited by the national and project joint councils.

Before these reforms can take place many points still have to be settled, not least the rate of pay which the employers would offer and the productivity strings attached to it; more flexibility between trades and a greater willingness to operate shift systems are certain to be on the shopping list. But there is also uncertainty about the scope of the new agreement. Would it, for example, include the leggers, or thermal insulation engineers, who are at the centre of the Isle of Grain dispute and are a source of difficulty at other sites? Partially through ruthless use of bargaining power this group of workers has in some cases been able to extract so-called bonus schemes which generate earnings wildly out of line with other groups on the same site.

Reluctance

Just as the CEBG has faced immense difficulty in trying to bring the laggards back into line on the Isle of Grain, so there appears to be reluctance on the part of the unions involved in thermal insulation to bring this trade within the proposed national agreement. One hopes that the gravity of the situation at the Isle of Grain will spur the warring parties not merely to solve that particular problem, but to solve it in the context of a national agreement which offers the prospect of bringing a long-running national scandal to an end.

Identities

While I am still convinced that anyone with half a brain can tell the difference between margarine and butter, I hear there is no way anyone can distinguish between the oil-bearing palms now flourishing in Unilever's plantations in Malaysia. The reason, as chairman Sir David Orr explained at the annual meeting in London yesterday, is that they are all clones. Neither the stork nor

MEN AND MATTERS

Ideas man gets an endorsement

Various described by those who know him as "a breath of fresh air" and "a latter-day Napoleon," Clive Thornton, chief general manager of the Abbey National, this week steps up to join the main Board. An inevitable elevation? "I did not regard it as such," he tells me. "I did not know how the people here would react to what I wanted to do. I suppose you could call it an endorsement of my ideas."

Ideas like his, which include establishment of outposts in Brussels and inner city "action areas," and plans to spend £250m on building houses in rent—all brought to fruition in the 14 months since he became chief executive—have long been in short supply in building society circles.

The obvious question is: what comes next? Some pundits forecast a drive by the Abbey National to climb above the Halifax, currently at the top of the building society heap. But with £69m assets compared with the leaders £7.6bn, there is a lot of catching up to do.

Thornton has clearly had a close look at the prospects and forecasts bank changes. "In the last few months," he says, "about 80 per cent of new money has been going to the top five societies. Life is going to get very tough for those lower down the scale, and I think there will be a lot of mergers."



any other conventional agent of procreation had and in their breeding. They were produced from tree cells in test-tubes at Unilever's Bedford research centre whence they were flown across the world to live out their lives in much the same manner as your everyday oil palm.

And, says Sir David, they are doing very nicely. All precisely the same size and shape, all putting out buds and branches at precisely the same time, and all scheduled to fruit in perfect unison, the palms have vital characteristics which set them apart from the conventional model.

Because they are all the same size and fruit at the same time, they can be harvested easily by preset equipment. But the real bonus comes after harvest. Bred from the highest yielding palms available, they are expected to produce 30 per cent more vegetable oil than their natural counterparts.

Later this year, I hear, the company will be showing off its achievements at an international seminar on cell culture. By then the boffins hope to have a range of super coconutpalms ready for planting. Theoretically, I am told, one

Wigs galore

Five Law Lords, seven Queen's Counsel, six junior barristers and a clutch of solicitors crowded into Committee Room 2 at the House of Lords yesterday. They were there for the final stage of the preliminary skirmish in Lord's battle with the oil giants over alleged Rhodesian sanctions busting.

Shell and BP each had two QC and Lordships three. The Crown, showing a proper appreciation of the poverty of the public purse, had not gone to the expense of leading counsel but instead had briefed two juniors.

The hearing began with the Law Lords announcing their personal interests—admitting that some of them had shareholdings in one or other of the competing companies—and being assured that no one regarded that as likely to impair their impartiality.

The hearing is about documents which Lordships want produced in its pending legal claims and the oil companies do not. Lordships lost the first round yesterday. It asked the Law Lords to deal with the appeal relating to Shell and BP's submissions to the Bingham inquiry on sanctions busting, before moving on to the one concerning documents belonging to the oil companies' Southern African subsidiaries.

"They are our appeals and we feel we should be allowed to present them in the way which gives us the best chance of success," said one of the company's QCs. His plea fell on deaf ears, possibly, as far as Shell and BP were concerned, due to the way in which it was expressed.

Buzby's bonus

Two cheers for the Post Office. One for admitting to a blunder. One for having the good grace to compensate for an error—and one black mark for taking 15 years about it.

A reader in north London tells me that close examination of his phone bill recently revealed an inexplicable charge of £20. On inquiring, he discovered that this was a year's levy to cover the cost of referring calls from his old number in Hendon to his new one in St. John's Wood. He moved house in 1947.

My informant learned further that, since Hendon's exchange ceased to be some 15 years ago, he had been paying since the mid-60s for a service the PO could not provide. Although he now acknowledges that he was not legally entitled to 33 years' compensation at £20 a year, he was not exactly bowled over by the corporation's first offer of £40. But he is pleased to have settled for cancellation of his referral instruction and £200 plus £50 VAT from Buzby's petty cash. "It will help me pay my tax," he says. "So the Government will get it back anyway."

Touching

Overheard: "I helped him once when he was hard up and he has never forgotten it—especially all the other times he has been hard up."

Observer

حکایت از ناظر

THOMSON'S
EQUITY & LIFE BROKERS

Senior Partners
1980 Budget

At last, the Chancellor has removed the restriction on the maximum that can be invested for personal pensions. This enables a large number of partners to make worthwhile provision for retirement for the first time.

There is also a provision to claim relief from 1974-5 onwards on any part of your entitlement not so far taken-up. This can be invested as a lump sum in 1980-81 and full relief claimed on it.

For those partners near to retirement, and those on a consultancy basis, the current terms for guaranteed contracts are particularly attractive due to high interest rates. As pension funds are tax-exempt this offers the best investment you can make, and there is no need for the funds to be found from income—any available capital can be used.

Thomson's have specialised in the field of financial planning for more than 10 years. Please write or telephone for specific quotations.

To: MR. J.W. DYSON, Managing Director
THOMSON'S EQUITY AND LIFE BROKERS LTD.
8 Southampton Place, London WC1A 2DS Tel: 01-404 5661

Name _____
Address _____
Date of Birth _____ Retirement Age _____

FT244

Why the West's economy has gone sour

PREVIOUS ARTICLES in this series have pointed out on the view that the stagnation of output and employment is due to lack of demand, and that demand is low because of the national weakness in importing too much. Bodies such as the Cambridge Economic Policy Group (CEPG) have been specially vulnerable to attack mainly because they have taken to their logical conclusion views and assumptions held by the majority of politicians, officials and establishment economists, irrespective of their party allegiance. Moreover this diagnosis of demand deficiency, with imports as the special culprit, is rampant, not merely

sense observation than by respectable statistical methods. But the evidence for the increased share of labour relative to profits in net output is readily demonstrable both from the national income statistics and from individual corporate experience.

A great many explanations have been offered for the rise in the share of labour relative to capital. The most frequent candidates have been increased labour market monopoly—which is a polite way of blaming union power—and Government controls tending to depress profitability and sustain real wages above market-clearing levels.

the rise in the share of labour relative to capital

in one country but in nearly all the developed industrialised world. The alternative diagnosis has, of course, focused on supply side changes. The obvious change here has been in the rise in wages (and labour costs in general) as a proportion both of the national product and of value added in particular industries. The other side to this has been a fall in profits, whether measured as a share of output or as a rate of return on capital.

It is also likely that the reduction in work incentives—that is the net benefits from taking a job after taking into account social security, tax, travel and the costs of moving home—has encouraged semi-voluntary unemployment. This, however, is controversial and easier to establish by common

The basic snag in the story is that the pressure on profitability has not been confined to the UK. A fall in the profit share in the developed countries began in the late 1960s—well before the oil price explosion; and the sharp rise in unemployment came soon after. The notion of a synchronised worldwide outbreak of perverse economic policies or militant union monopoly strains credulity a bit too much. Economists of a pessimistic sociological bent, from Schumpeter onwards, have discussed the tensions between political democracy and a market economy—or indeed rational policies of any kind—but even they hardly expected their forebodings to be realised in so many countries simultaneously at a particular date.

A look at a wider range of facts suggests a less political explanation of what has occurred. The outstanding conclusion from the trends summarised in the smaller chart is that the developing countries—newly industrialised countries—a fall in profitability is fashionable to call them—escaped almost entirely the check to growth of the 1970s. The slowdown was con-

fined to the already developed countries.

De-industrialisation has not been a phenomenon confined to the UK or to other countries with oil or natural gas, such as the Netherlands or Norway. Throughout the industrialised world the average ratio of industrial to total employment fell from nearly 36 per cent in the late 1960s to just over 32

experience among these countries. But their joint experience belies the still fashionable talk about a growing North-South gap about which we are supposed to feel guilty. Dr. Beanstock cites the shift from protection and import substitution to export-oriented policies among the successful developing countries such as Brazil, Hong Kong, Korea and Taiwan. But

has paid businesses in the developed countries to shift from manufacturing to other sectors. Suggestive evidence in support of this hypothesis is provided by the chart of profit rates in different UK sectors. The rate of return has remained highest in retailing and next highest in wholesaling. After that have come industrial and commercial companies in general. At the very bottom has come manufacturing industry. Thus de-industrialisation, so far from being a catastrophe, is a sensible response to a shift in world oil prices and market structure involving a change in the comparative advantage gained from different activities.

Manufacturing industry happens, however, to be more capital intensive than other activities. So a shift away from manufacturing tends to reduce the price of capital relative to labour. In other words real wages are higher (as a proportion of product) and the rate of return on capital falls. Thus the rise in the share of wages relative to profits is more a consequence than a cause of deindustrialisation and is a normal rather than a pathological phenomenon.

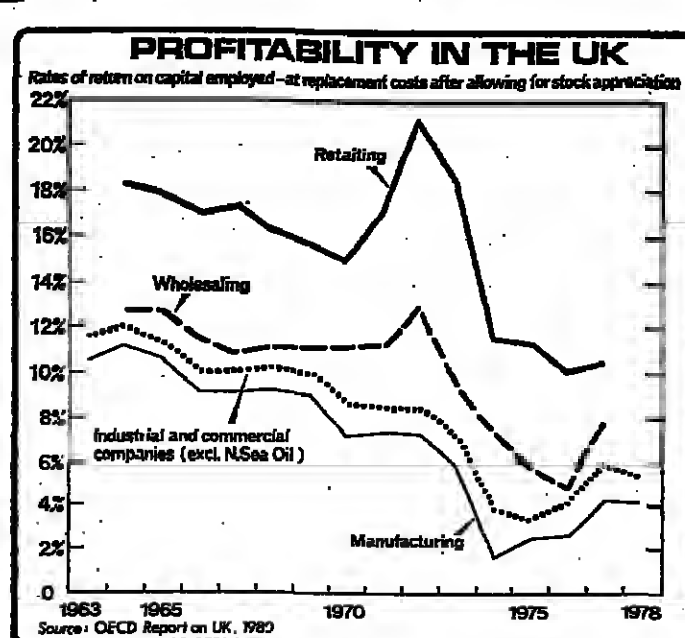
We are still, however, left with the rise in unemployment to explain. If a higher relative level of real wages or a lower level of profit represents a shift in supply and demand forces, why should workers be priced out of jobs? Maybe they are not. A shift from manufacturing to other types of output is likely to be associated with a shift from official employment to the black economy, to household products of a do-it-yourself kind, to moonlighting and to other less easily measured activities.

Dr. Beanstock himself, however, puts his emphasis on the "mismatch hypothesis." This

states that when a major structural shift is taking place, resources will not flow instantly from the old unprofitable sectors to the new ones with growth potential, but during the transition total output will be depressed. Of course to talk about manufacturing versus "other" activities is itself an oversimplification. There will be trends within manufacturing from old-fashioned highly capital intensive industries such as steel and cars to electronic software and similar activities which are much more skill-intensive.

The mismatch or structural change hypothesis explains many otherwise puzzling features of present-day unemployment, such as the coincidence of labour shortages in some areas and job shortages in others, and long delivery delays for some products with surplus capacity in others.

This hypothesis also explains the role of producer groups and perverse government policies. For the older entrenched industries tend to be both more heavily union dominated and more politically influential than the new and



... the developed world ... faces two decades of adjustments ...

growing sectors. And one can expect both union and political power to be heavily mobilised when the older sectors are threatened with decline.

On other occasions I have drawn attention to another hypothesis of Prof. Mancur Olson of Maryland that in the West growth rates are slowed in

countries with the longest unbroken tradition of democratic freedom—because these are also the countries where entrenched interest groups and sectional loyalties have had the longest time to become established. These discrepancies, which may not matter so much in stable times, become acute when the more slowly growing countries have to face sharp structural shifts in the pattern of world demand and supply.

How long will these adjustments last? Here one is on very speculative ground. Dr. Beanstock makes a comparison between the emergence of new competitors which destroyed the UK's industrial supremacy in the 19th century and the emergence of the developing countries today. There was a very heavy drop in the UK growth rate in 1875-85 followed by a partial recovery. If this analogy is any-

thing to go by, the developed world as a whole faces two decades of adjustment—in the 1980s as well as the 1970s—before a new equilibrium emerges.

But much more important than these speculations is the fact that developed countries are here and now better off if they trade with the rest of the world on the best terms open to them than if they impoverish themselves still further by trying to produce themselves goods which they can obtain more advantageously by exchange in international markets.

Samuel Brittan

* The Causes of Slower Growth in the World Economy, *Mimeo*, (London Business School, Sussex Place, Regents Park, London, NW1).

Letters to the Editor

Consumerist values

From Dr. S. Watkins.
Sir—Your editorial on the Clegg report (April 15) says that it is "widely accepted" that too many of Britain's "best young graduates" enter the public services instead of industry and commerce.

"Widely accepted by who?" A recent Gallup poll demonstrates only about 28 per cent of the British population in favour of reducing taxation by cutting health and welfare spending, and 48 per cent in favour of increasing taxation in order to increase health and welfare spending. Considering that this comes after a decade of sustained propaganda from politicians, economists and the media in favour of consumerist values, and against taxation, it is an incredible result which demonstrates the deep revulsion of the British people at the institutionalised social vandalism of public expenditure restraint.

One might have hoped that politicians and economists would therefore review their absurd value judgment that only goods and marketed services constitute wealth, and would recognise the importance of those elements of the quality of life which are enjoyed collectively and paid for by taxes.

But it seems easier to ignore facts than to admit that you have been wrong in ascribing selfish and consumerist values to a cultured and civilised people.

(Dr) S. J. Watkins, (Council Member, Medical Practitioners' Union Section, Association of Scientific, Technical and Managerial Staffs).

21 Keads Close, Langton Brown, Epsom, Surrey, Surrey, Surrey.

Absolute liability

From the Deputy Director General, Confederation of British Industry.
Sir—Your consumer affairs correspondent, David Churchill, reports (April 18) Mr. Gordon Borge, the director-general of Fair Trading, as criticising the CBI for not providing estimates of the cost of proposed laws on liability for defective products. The CBI has consistently based its opposition to proposed new laws on liability for defective products—in particular the proposed EEC directive—on the issues of principle involved. It has refrained from entering into debate on insurance costs for the simple but important reason that no one is yet in a position to assess at all accurately what these costs will be. U.S. experience is of little assistance in this respect by virtue of the very different legal and social atmosphere prevailing in that country.

Where the CBI has regarded U.S. experience as valuable, however, is in the U.S. rejection, following an exhaustive study of strict liability irrespective of fault, since it has been found that such a system cannot stop short of becoming a system of absolute liability. The CBI has for this reason commended to European attention the recently published U.S. Model Uniform Product Liability Act, which attempts to restore the balance of interests as between consumer and producer, and, incidentally, to bring about a rationalisation in insurance costs.

It is with this aspect of U.S. law of product liability that the CBI has been concerned, not with "spurious comparisons" with U.S. damages awards.

Bryan Rigby, Confederation of British Industry, 21, Tothill Street, SW1.

The pay in your pocket

From Mr. J. Cordell.
Sir—Instead of imposing a fine on strikers and their families (which will only encourage more moonlighting) would it not be more sensible to do

everything possible to encourage a man to work.

If you want to see a record year's output—stop taking income-tax out of overtime worked, production bonuses and commission! Workers in this country want to get a decent wage and do not mind working as hard as any other—but what's the point in a man doing an extra hour's work every night, working Saturdays and Sundays extra just to give two-thirds or more of his money away?

Everybody should have a fixed sum in pay annually according to their flat salary—and if they want to work the

extra hours—that money should be theirs to take home. Social Security payments would drop dramatically—production deadlines would be met, we could be a prosperous country again. Anything is worth a try.

J. Cordell, 232, Great Cambridge Road, Enfield, Middlesex.

Take to admin.

From Mr. M. Hewitt.
Sir—With reference to Mr. Asher's letter (April 17) concerning low engineering starting salaries, it would seem

that once again we have gone wrong. We should have had a Clegg not a Finniston report. If you're not paid enough for doing, teach. If you're not paid enough for teaching, administer.

M. C. P. Hewitt, Farnham House, 62 Floral Farm, Wimborne, Dorset.

Broadcast Pay TV

From Mr. H. McGhee.
Sir—The announcement by the BBC that the Corporation would be interested in providing programmes for Pay TV makes it appropriate to reassess the transmission methods involved. Since the Pay TV experiment in 1967 we have seen the micro chip revolution and colour TV installed in two out of three homes.

The Pay TV experiment was carried out by cable TV companies, to subscribers who received their TV programmes via a cable into their homes from a transmission station, and not through the air by way of an aerial. Today, however, the majority of viewers in the UK receive their TV programmes on a conventional receiver via an aerial system either roof mounted or on the sat itself. Pay TV were to be confined to cable distribution, then the number of viewers who would have access to the system would be limited, and in general confined to urban areas where cable distribution is economically feasible.

With the fourth channel now being allocated to ITV 2, should Pay TV be authorised and it becomes technically possible to broadcast the Pay TV programmes (rather than by cable transmission), it will be necessary to find a suitable TV channel. The 405 line transmission on VHF with a ceiling enabling these channels to be re-engineered for 625 line colour. One of these could be used for Pay TV. Alternatively a satellite TV channel could be used.

It will be necessary to devise a system suitable for broadcasting whereby the viewer will have to pay before being able to view the Pay TV programmes, and it is here that the micro chip revolution has changed the methods open to the provider of Pay TV programmes to make available, monitor and charge the user.

The developments of Teletext and Prestel indicate those digital and storage techniques which could be used for these purposes, providing an elegant contemporary solution to this problem, either by an all broadcast method and the cash collected from the viewer via a coin box for example, or by adapting a Prestel service, enabling the viewer to pay by credit on his telephone account.

To those operators of cable systems who may regard these proposals as snatching the promised land from their "vision" it must be said that broadcast Pay TV was allowed, then no doubt they would also be able to provide a Pay TV service to their subscribers, but not as a monopoly not available to a majority of the population.

H. A. McGhee, 7 Eaton Road, W1.

Continuing trend away from physical science

From Dr. G. Morrison.

Sir—The situation reported (April 17) by your chemical correspondent under the heading "Teacher shortage worries ICI" is an other consequence of a continuing trend away from physical science in this country. Improving our manufacturing technology to maintain competitiveness with advanced nations and initiating new industries to replace those of which later starting nations have learnt the technology and can operate plants with a less demanding work force, requires the deployment of adequate numbers of well trained physical scientists and technologists.

It is not merely a coincidence that in 1978 after the pound had slipped to an all time low of 1.67 to the dollar, and the beginning of severe penetration by overseas manufacturers of home markets traditionally supplied overwhelmingly by home industry, that Professor Dorothy Hodgkin commented on the relatively few research scientists in the UK. Her figures given at the meeting of the British Association for the Advancement of Science were per 10,000 head of population: USSR, 36; U.S.A., 25; Japan, 23; West Germany, 19; France, 11; UK, 8. The total deployment of scientists/engineers in research and development with supporting staff in the UK decreased by 18 per cent in eight years from 219,000 in 1967 to 180,000 in 1975 in contrast with Japan's effort which increased at 5 per cent per year.

This declining interest in physical science has affected all levels of attainment of qualifications above GCE A-level. The majority of the people needed to initiate and run manufacturing processes and the secondary school teachers and university teachers of physical science, come from the pool of individuals who study mathematics, physics and chemistry to A-level. Chemistry at A-level is a central requirement in the training of many scientists. There has been a commendable doubling of the portion of 18 year olds obtaining at least two A-levels, and hence qualifying for a university degree course, from 27 per cent from the 1961 group to 54 per cent for that of 1971 and data suggest the near attainment of a limit of ability and/or inclination of about 15 per cent. Though the portion of the age group obtaining a single A-level in chemistry and the portion qualifying for a place on a chemistry degree course have both reflected the general increase in eligibility for a university place (to ca. 3.5 per cent in 1978 to 1977), the portion of the age group applying for a physical science degree course

(in mathematics, physics, chemistry, chemical engineering and metallurgy) peaked at just under 2 per cent for the 1969, 1970 and 1971 groups and then fell to 1.3 per cent for that of 1975. Applications for chemistry courses were more affected declining from 33 per cent of all physical science applications in 1967 to 23 per cent in 1975.

Applications for medicine related and biology courses all more than doubled between 1969 and 1977 while those for medicine itself doubled between 1969 and 1977 then decreased to a more constant level of 1.4 per cent of the group. In 1973 medical schools could only accommodate 37 per cent of eligible applicants whereas chemistry departments took in 96 per cent of their eligible applicants. Clearly the percentage of the age group attaining A-level in chemistry has been maintained because A-level chemistry is a prerequisite for other degree courses.

The portion of the age group obtaining a first degree in chemistry three years after obtaining university entrance decreased from 0.35 per cent in the late 1960s to 0.25 per cent of that of 1974. The portion to Ph.D. six years after qualifying for university has decreased from 0.18 per cent for the 1969 group to under 0.08 per cent for that of 1971 (Ph.D. in 1977) and will probably decline further to ca. 0.065 per cent for that of 1974 (Ph.D. in 1980). The 1975 and 1976 groups have improved at the first degree level but estimates indicate that this will peak at 0.28 for the 1977 group (B.Sc. in 1980) and these changes will reflect at the attainment of Ph.D. with a peak of 0.07 for the 1977 group (Ph.D. in 1983).

The only regular finances for F.S.E. candidates are the limited number of advanced course studentships provided by research councils sponsoring special partly taught courses. Not surprisingly the portion going on to M.Sc. varies between 0.025 and 0.035 per cent.

More first degree chemists go directly to a wide range of other industries than to the chemical industry. Their decline in numbers affected first degree employment between 1967 and 1977, but after an increase from just over 300 in 1969 to nearly 400 in 1973 the number entering reaching training has decreased to only 150 in 1977 and it is estimated that only 150 took this course last year. This rate of supply to secondary schools provides each with a replacement chemist once every 85 years. A quarter of the teaching of chemistry in these schools is by non chemists and a third of the teaching of physics by non-physicists. The danger to the pool of A-level attainment in chemistry and to the future pro-

duction of physical and biological scientists, is obvious.

Currently university chemistry departments could train considerably larger numbers if the entrants became available. That capability is in danger as a result of university finance leads to the "freezing" of vacated posts. The continued viability of departments that need a wide range of expertise depends on chance and while entry to physical science departments is relatively small compared with that of other departments (the 18 year old age group will increase until the mid 1980s) it will be difficult to persuade other departments to accept a relatively large share of staff reductions. As the main income of a university is based on an agreed mix of science and non-science students, more being provided per head for science, and this mix was fixed some years ago, any adjustment of the mix could turn a chronic situation into an acute one.

University physical science departments also, beside providing consultants and experts to government departments and industry, produce a large part of the research of the UK which is inadequate in amount by international standards. This research already affected by the decrease in number of UK research students and probably this year by a decrease in the overseas research students when the higher fees are charged, will be affected by loss of staff.

A youngster in the middle years of secondary school considering a career based on a physical science has the prospect of a long period of hard and exacting work. England and Wales uniformly have three year degree courses. This presses for a high level of attainment at A-level and hence a heavy syllabus and then an intense three years for the first degree. A research career requires a further three years as a research student. Unless as you pointed out in your leader (April 18) the sustained effort is rewarded both financially and with social respect, only those dedicated to a subject will persevere.

Our politicians and the public must be made aware of the needs of the country and young pupils be encouraged to prepare themselves to fill the roles needed. Perhaps incentives should be offered at the sixth form level as well as to undergraduates. Certainly an increase in availability of finance for M.Sc. candidatures would help towards the research needs. At some stage at least for rapid advancing subjects a longer first degree course may be necessary. (Dr.) G. A. Morrison, (Senior Lecturer), University of Wales, Aberystwyth.

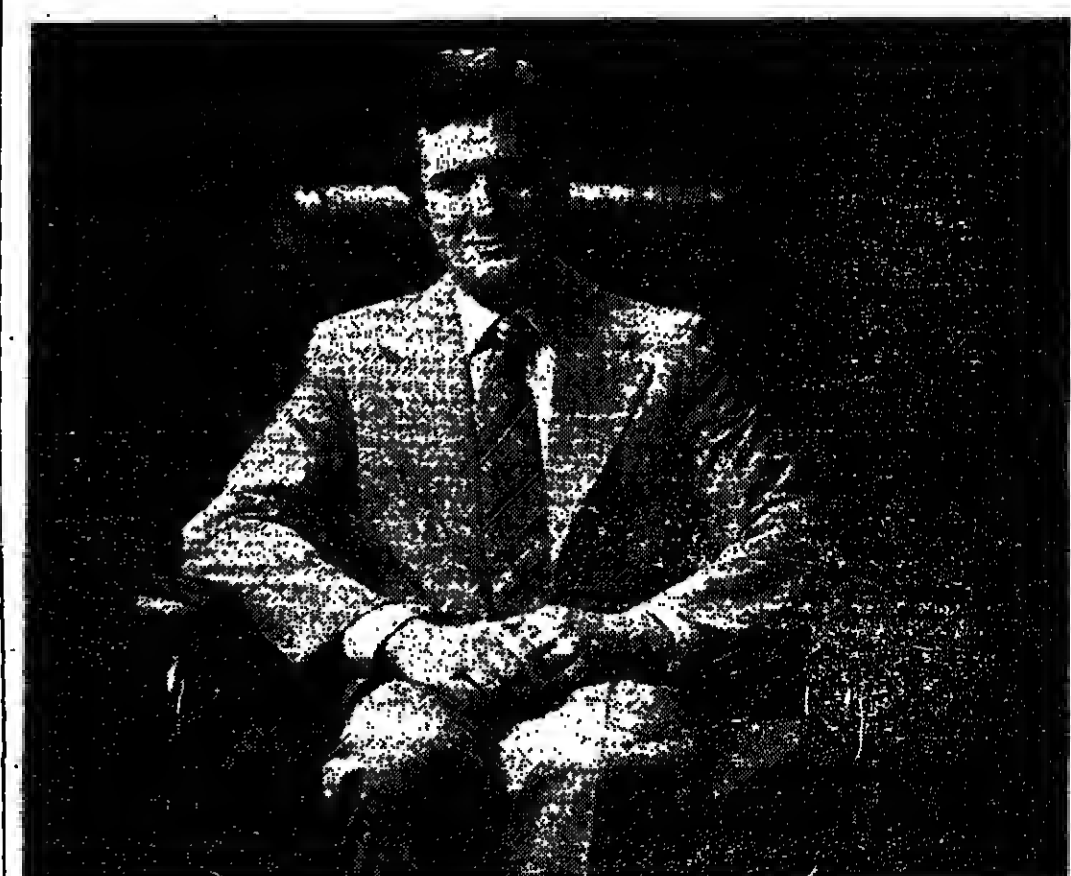
Today's Events

Financial Times City course opens at City University Business School (until June 26). Overseas IMF interim committee discusses plan for substitution account. Western bankers visit Poland for economic briefing. General election in Antigua. ASEAN economic ministers meeting continues, Singapore. PARLIAMENTARY BUSINESS. House of Commons: Supply day debate on the cost of living. Opposed private business. House of Lords: British Aero-

space Bill, third reading. Transport Bill, second reading.

Select Committees: Agriculture. Subject: Health implications of CAP. Witnesses: Royal College of Veterinary Surgeons. Room 16, 11 am. Environment. Subject: Implications of Public Expenditure White Paper for housing policy. Witness: Mr. Michael Heseltine, Environment Secretary. Room 15, 4.15 pm.

OFFICIAL STATISTICS. Institutional investment (fourth quarter). Bricks and cement production (March). COMPANY MEETINGS. See Company News on page 27.



"His chosen subject is security systems in the 1980s"

We believe a security consultant should recommend what you need not what he has to sell.

So our consultants aren't single-minded. We train them to be proficient in all forms of security. You may believe you need a factory guard and you could be right. But our Consultant may discover you only need half a guard's time. The rest of the time the security need could be met by closed circuit TV or an Access-Control Unit or just better locks. His advice could end up saving you money, not only on what you buy but on what you could lose.

Our training facilities are the finest in the country. In fact people come from all over the world to take Group 4 courses.

That's why a Group 4 Consultant is something of a mastermind. He's totally integrated with all security systems.



Giving the world a sense of security. Member of BSIA

Group 4 Total Security Ltd., Farncombe House, Broadway, Worcs. WR12 7LJ. Telephone: 0386 858585.

Delta Metal moves ahead to over £30m year end

SECOND-HALF profits of £16.38m against £15.53m have left Delta Metal Company at a record £30.43m for 1979, a pre-tax level, compared with £28.45m from sales up with £48.7m to £51.7m.

Profits at half-year had improved to £14.05m (£12.92m) but with the engineering dispute severely restricting production it was felt unwise to make any forecast for the second half.

Lord Caldecote, the chairman, tells members in his annual review that the current year has started well in spite of continuing strong competition from imports and in export markets due to strong sterling.

The group is making steady progress in improving productivity and in the installation of up-to-date equipment. However, the chairman expects UK trading conditions to become more difficult as the year progresses.

Overseas, he believes that group companies will achieve continuing good results, but in such circumstances, "it would be unwise to attempt to make any forecast of our overall profits this year."

After the year's tax charge of £10.38m (£7.6m), minorities and preference dividends, the attributable balance came through £1.4m behind £18.43m giving earnings per 25p share of 12.8p against 13.9p.

The dividend is increased to 6p (£5.6037p) out with a final payment of 4.18p.

Profits, before interest, were little changed in the UK at £28.75m (£28.89m) split as to engineering £14.76m (£15.77m) and electrical £13.99m (£13.12m) but the overseas contribution was well up at £15.64m compared with £8.89m.

Exports from the UK were virtually unchanged at £89.1m (£88.6m).

Overseas operations as a whole achieved excellent results, the chairman says. South Africa and Australia did very well and results in the EEC, outside the UK, also improved, but the contribution from Brazil was poor, being adversely affected by the devaluation of the cruzeiro.

Return on capital employed improved to 15.3 per cent. The group's debt/equity ratio was 0.5:1 at December 31, 1979.

Total borrowings increased by £11.2m during the year to £89.5m, of which £5m was attributable to the rise in copper price.

Capital expenditure was up nearly £7m to £23.3m (£18.5m). On a CCA basis historic pre-tax profit is reduced to £19.08m (£18.49m).

The balance sheet shows group fixed assets at £125.88m (£118.39m) and net current assets of £108.22m (£97.45m). On a CCA basis these are given as £149.64m (£143.19m) and £109.77m (£100.18m) respectively.

The accounts also show that compensation of £10,000 was paid to a former director.

Meeting, Walcott Hotel, WC, on May 22, at noon.

See Lex

Home demand for most products was good in the first quarter of the year, but the increase was not sustained, and the engineering strike reduced output. With strong sterling, competition from imports increased, particularly in water fittings.

However, the group's stamping and turning parts companies did well, Lord Caldecote states, and maintained their strong position in the market.

The home improvement market stimulated a good demand for house wiring cables, electrical

accessories, tubes and tube fittings, all of which made a satisfactory contribution to profits.

Sales of industrial steelwear were seriously affected by the strike at MEM.

Exports from the UK were virtually unchanged at £89.1m (£88.6m).

Overseas operations as a whole achieved excellent results, the chairman says. South Africa and Australia did very well and results in the EEC, outside the UK, also improved, but the contribution from Brazil was poor, being adversely affected by the devaluation of the cruzeiro.

Return on capital employed improved to 15.3 per cent. The group's debt/equity ratio was 0.5:1 at December 31, 1979.

Total borrowings increased by £11.2m during the year to £89.5m, of which £5m was attributable to the rise in copper price.

Capital expenditure was up nearly £7m to £23.3m (£18.5m). On a CCA basis historic pre-tax profit is reduced to £19.08m (£18.49m).

The balance sheet shows group fixed assets at £125.88m (£118.39m) and net current assets of £108.22m (£97.45m). On a CCA basis these are given as £149.64m (£143.19m) and £109.77m (£100.18m) respectively.

The accounts also show that compensation of £10,000 was paid to a former director.

Meeting, Walcott Hotel, WC, on May 22, at noon.

See Lex

Home demand for most products was good in the first quarter of the year, but the increase was not sustained, and the engineering strike reduced output. With strong sterling, competition from imports increased, particularly in water fittings.

However, the group's stamping and turning parts companies did well, Lord Caldecote states, and maintained their strong position in the market.

The home improvement market stimulated a good demand for house wiring cables, electrical

accessories, tubes and tube fittings, all of which made a satisfactory contribution to profits.

Sales of industrial steelwear were seriously affected by the strike at MEM.

Exports from the UK were virtually unchanged at £89.1m (£88.6m).

Overseas operations as a whole achieved excellent results, the chairman says. South Africa and Australia did very well and results in the EEC, outside the UK, also improved, but the contribution from Brazil was poor, being adversely affected by the devaluation of the cruzeiro.

Return on capital employed improved to 15.3 per cent. The group's debt/equity ratio was 0.5:1 at December 31, 1979.

Total borrowings increased by £11.2m during the year to £89.5m, of which £5m was attributable to the rise in copper price.

HIGHLIGHTS

Lex looks at the Unilever annual report where the chairman has expressed uncertainty over prospects for the current year. Lex also discusses the auditors' qualification to the accounts. Elsewhere Delta Metal has produced respectable results and raised its dividend slightly but is relying heavily on overseas operations for its strength. Blue Circle Cement registered little change in profits but its big price increase should ensure that there is progress this year. Finally Lex discusses the formal offer document from MFI for Status which was spoilt for the market by the revelation of a surprise profits setback for both companies. Elsewhere the rights issue market came to life with both Clifford's Dairies and North British Properties making cash calls. Hornum produced its rejection document and George Ewer, operator of Grey Green coaches, has asked for its shares to be suspended.

B & Q exceeds its prospectus forecast

BETTER THAN forecast profits and dividend are announced for the year ended January 26, 1980, by B & Q (Retail), the DIY chain which went public last May.

Compared with the prospectus forecast of not less than £19m, pre-tax surplus advanced to £23.3m, 143 per cent higher than in the previous year, on turnover up 70 per cent from £14.24m to £24.24m.

First-half profits had moved ahead to £10.7m (£9.42m). A final dividend of 1p net makes a total of 2p per share, an increase of 21 per cent over the projected 1.65p. Stated earnings per 5p share climbed by 3.7p to 1.65p.

Sales and taxable profits for supercentres open for the full year—totaling 394,500 sq. ft.—were approximately £22m and £2.5m respectively.

The group started the current trading year with 33 supercentres, with a selling area of 545,200 sq. ft. (394,500 sq. ft. at January 27, 1979).

Sales in the first 12 weeks of 1980-81, excluding supercentres not open for the corresponding period last year, have increased in excess of the inflation rate and are therefore showing real growth, Mr. David Quayle, the chairman states.

Progress on expansion this year is well advanced. A 14,000 sq. ft. supercentre at High Wycombe has been opened, while firm contracts and planning permissions have been received for a further seven supercentres with an approximate selling area of 170,000 sq. ft. which are expected to open this year.

A further four supercentres totalling some 100,000 sq. ft. are through profits growth slowed slightly in the second half. Strong sterling helped to put a point on profit margins, while other plus factors have been a good customer in HM Government, and the tendency of offices to trade up towards higher technology within the same manufacturers' range. With Volkswagen behind it, B & Q would seem to have the resources to keep up with American competition on the frontiers of technology, though the introduction of new products in the current year looks likely to impose promotional costs on OEM which will constrain profits growth.

Perhaps £3.5m is in sight. Indicating a prospective fully-paid p/e a little under 9, at 353p, up 1p. The yield is 3.7 per cent, with the dividend perhaps a little modest given the company's negligible gain as displayed by the 1978 balance sheet.

E. Fogarty finishes lower

LOWER than expected profits are reported by E. Fogarty and Co. for 1979. On sales up by £11m to £29.1m, taxable profits of this man-made fibre, down and feather group, fell from a record £2.71m to £2.2m.

At half-year, profits had slipped to £952,000 (£1,056m), but were struck after a £400,000 provision against certain feather stocks. Margins were also affected by delays in recovering rapid price increases in oil-based synthetic fibre, and directors said that the full-year's outcome was likely to be similar to 1978.

They now say that the profit

fall was due largely to an exceptional downturn in world feather prices and disappointing sales.

Benefits from the Walker and Clark acquisition and the group's continuing investment programme will be felt in the second half of 1980, and despite the current economic conditions, directors say that current year's profits are unlikely to be less than 1979.

The dividend, however, is effectively locked to 4.01947p net per 30p share, compared with an adjusted 1.98761p, with a final payment of 2.41167p.

They now say that the profit

fall was due largely to an exceptional downturn in world feather prices and disappointing sales.

ISSUE NEWS

Safeway's London listing —40 UK stores planned

DEALINGS ARE expected to start in London today in the common shares of Safeway Stores Inc., which claims to be the world's largest supermarket group.

The company says that the London listing—its first outside the U.S.—will make future UK acquisitions more accessible and reflects a desire for "further substantial investment and involvement with the British shopping community."

Although there are no acquisition plans at present, Mr. Terence Spratt, chairman and managing director of Safeway Food Stores, the group's UK division, disclosed that there are plans to open at least 40 superstores up to 40,000 sq. ft. at a

cost of £100m over the next five years. The group already operates 89 outlets in the UK which earned £9.9m pre-tax during 1979—15 per cent of the group total.

He revealed that the group had last year considered buying the Caters supermarket chain from Debenhams—but were not prepared to bid high enough.

Mr. Peter Magowan, the group's chairman, said there was a good chance that 1980 would be a record year, despite a poor first quarter when profits slumped from \$25m to \$12.5m—a reduction of internal labour troubles.

Commenting on the London listing, he said: "With the abolition of exchange controls, the role of the City of London as an international financial centre has become even more important."

In view of Safeway's growing operations, not only in this country but elsewhere overseas, it is particularly appropriate that the company should seek a listing on the Stock Exchange."

Safeway has been operating in the UK for 18 years. It claims to have a 2.3 per cent share of the grocery market and UK profits are projected at more than £11m this year.

In the U.S. the company claims to have a market share of about 5 per cent. For 1979 the group made profits of \$224.78m pre-tax (\$276.72m).

North British Properties calls for £3.2m as profits grow 25%

A £3.2m rights issue of convertible unsecured loan stock is being made by North British Properties, which acquired the property investment and development of Bellway Holdings Group last year.

At the same time the company announces a 25 per cent increase in first-half profits to £0.62m and the directors forecast not less than £1.4m for the full year to July 31, 1980, against £1.15m last year.

The net interim dividend is unchanged at 1p but the directors intend to pay a 1.8p final for a total of 2.8p (£2.5p).

The company is issuing 84 per cent stock 1980 at par. Terms are £1 nominal of stock for every four shares held raising £3.14m after expenses.

Interest on the stock will be repayable by equal half-yearly instalments on April 15 and October 15. The first payment, in October, will be £3.98 per cent.

The stock will be convertible into fully paid ordinary shares on December 15 in any year between 1985 and 1995 at the rate of 68 ordinary shares for every £100 nominal of stock converted, which taking the stock at par, is equivalent to a conversion price of 147p per share.

Dealing is expected to begin on April 28.

Explaining the reasons for the issue, the directors say that the group's current development programme involves schemes costing in excess of £12m of which projects costing some

£7m will be conveyed on completion to financial institutions. The balance represents two developments, the first of which plans to spend £1.8m on a new factory at Kildington, to provide for expanded fruit juice capacity, to acquire private dairy businesses as opportunities arise.

There will also be the funding of maintenance and replacement of plant and vehicles.

Finally, the company wishes to enlarge its equity base to match the physical expansion of the business. The rights issue would increase shareholders' funds from £11.5m to just over £13m.

The Board is forecasting a total net dividend of 3.78p on the increased capital, which represents a 56 per cent increase over last year.

The issue is underwritten by the Country Bank. Brokers to the issue are Walter Walker and Co.

Clifford's Dairies £1.5m rights

CLIFFORD'S DAIRIES is making a rights issue to raise £1.5m for further expansion and acquisition. The issue, which is on the basis of one non-voting "A" share for every four ordinary voting or

non-voting "A" shares, involves 2,431,803 new shares.

Mr. Brian Lambie, the finance director, said the company plans to spend £1.8m on a new factory at Kildington, to provide for expanded fruit juice capacity, to acquire private dairy businesses as opportunities arise.

There will also be the funding of maintenance and replacement of plant and vehicles.

Finally, the company wishes to enlarge its equity base to match the physical expansion of the business. The rights issue would increase shareholders' funds from £11.5m to just over £13m.

The Board is forecasting a total net dividend of 3.78p on the increased capital, which represents a 56 per cent increase over last year.

The issue is underwritten by the Country Bank. Brokers to the issue are Walter Walker and Co.

Spear & Jackson nears £2m

PRE-TAX profits of Spear and Jackson International, manufacturer of steel, saws and hand tools, improved by £138,000 to £1,97m for 1979, with second-half figures up from £947,000 to £1,011m. But turnover slumped slightly from £38,08m to £37.5m.

The pre-tax figure was arrived at after interest charges lower at £623,000 against £650,000.

After tax of £582,000 (£557,000), stated earnings per 25p share are up from 22p to 24.9p, and the final dividend is unchanged at 5.8p, making the total 3.75p (same).

The Board states that group management accounts for the opening months of 1980 indicate satisfactory profits.

The opening year order book was stronger than it was 12

months earlier, and steps were taken to lay down ample stocks of steel in the UK at the end of 1979.

Mr. S. M. de Bartolome, the chairman, says much investigation work has been undertaken in recent months to identify new areas of growth and opportunity. The group is in a good position to take advantage of such opportunities as they arise.

Comment

Spear and Jackson's rise to a new record was taken at some time in the course of the year, and despite an auspicious first quarter, profits may do well to reach very much more than £2m pre-tax this year in view of the uncertainties in the home market. France should be capable of maintaining a recent im-

provement but North American lumber tool operations look to be headed further down the cycle. The shares fell 4p to 100p yesterday and the decision to hold the dividend, yielding 14.2 per cent, may have had some influence here. Yet there is a "can" maintain a "progressive" dividend policy despite the bull trading outlook. The balance sheet has again been strengthened, gearing is down to 22 per cent, productivity has been boosted significantly over the past five years and the cash inflow amounted to around £1.2m. That provides scope either to pursue a diversification and acquisition path or to bolster what is already attractive, and well covered yield. The two options are probably not mutually exclusive.

Blue Circle Industries Limited

The Board of Directors of Blue Circle Industries Limited announce the following results for the Group for the year 1979 with comparative figures for 1978:-

	1979 £m	1978 £m
Turnover	527.9	436.7
Trading Profits:		
United Kingdom	25.7	24.4
Overseas Subsidiaries	11.2	8.7
Share of Profits of Associates	36.9	33.1
Investment Income	19.3	21.8
Finance Charges	4.1	3.9
Profit before Taxation and Exceptional Item	60.3	58.8
Special Contribution to Pension Funds	8.4	7.2
Profit before Taxation	51.9	51.6
Taxation less Grants	—	1.0
Profit after Taxation	51.9	50.6
Interest of Minority Shareholders	20.6	19.3
Group Share of Profits after Taxation	31.3	31.3
Dividends paid and proposed	3.0	2.8
Earnings per £1 Ordinary Stock Unit	28.3	28.5
	10.1	8.5

The Board will recommend a final dividend of 8.7 pence per Ordinary Stock Unit of the Company in respect of the year ended 31st December 1979, which together with the interim dividend of 3.8 pence makes a total dividend for the year of 12.5p (1978 10.4323p).

* Most areas of the Group's activities performed well during the year.

* Home cement deliveries increased by 4.8%.

* Overseas profits in terms of local currencies improved.

Blue Circle Industries Limited, Portland House, Stag Place, London SW1E 5BJ



SURREY COUNTY COUNCIL

£12,500,000
Medium Term Loan

Managed by
Kleinwort, Benson Limited

and provided by
Singer & Friedlander Limited

Atlantic International Bank Limited

The Daiwa Bank, Limited

Landesbank Stuttgart, London Branch
(Württembergische Kommunale Landesbank Girozentrale)

Arab Bank Limited

Associated Japanese Bank (International) Limited

European Arab Bank Group
Kleinwort, Benson Limited

Agent
Kleinwort, Benson Limited

Introduced by
Buxton's & M.M.R. Limited





THE FIDELITY BANK

LONDON BRANCH

CHANGE OF ADDRESS

Kindly note that as from Monday, 28th April, 1980, our address will be:

**60/63 ALDEMANBURY,
LONDON EC2V 7JT**

FOREX Telephone: 01-606 8877 Telex: 883432
Telephone: 01-606 4821 Telex: 883027/8

CASH FLOW ASSURED WITH H-H FACTORS LTD.

Randolph House, 46-48 Wellesley Road,
Croydon CR9 3PS, Surrey
Contact: R. Cameron Tel. 01-681 2641

Companies and Markets

Marginal growth at Blue Circle

DESPITE exchange losses of around £3.5m and extra depreciation amounting to £2.3m, Blue Circle Industries, manufacturer of cement and allied products, finished 1979 with pre-tax profits slightly ahead at £51.9m, compared with £50.6m. At midway, they had slipped £0.7m to £20.6m.

Had exchange rates remained at their 1978 level, say the directors, group profits would have shown a 9 per cent improvement.

Without the extra depreciation charge, which arises from a revaluation of UK fixed assets at the beginning of the year, UK trading profits would have improved from £24.4m to £28m. As it was, they rose by a smaller amount, to £25.7m.

Overseas profits advanced from £8.7m to £11.2m, the anticipated reduction in Middle East contribution being more than offset by improvements elsewhere, particularly Mexico. During the year the group acquired 96 per cent of Fabrica de Cemento El Melon, Chile's largest cement manufacturer.

In the UK, home cement deliveries increased by 4.8 per cent, but exports did not reach the previous year's high level. Non-cement activities continued

to prosper, say the directors, and the aggregate side had a particularly good year. Group turnover rose from £436.7m to £537.5m.

A final dividend of 8.7p lifts the total to 12.5p net (10.4322p).

See Lex

Setback for Elbar

WITH interest charges climbing from £556,064 to £1,02m, pre-tax profits of Elbar International dropped from £2.3m to £1.54m in 1979. Following its slight downturn in the first half, the company suffered a severe setback in the second half with pre-tax profits plunging from £1.1m to £538,000.

After tax considerably lower at £10,325 against £101,951, attributable profit came out at £1.53m (£2.11m), and stated earnings per 50p share are down from 64.26p to 48.81p. The final dividend is unchanged at 6p, making the total 10p (same).

Laing Props. rises by 11%

AN IMPROVED second-half following the £245,000 shortfall at midway resulted in 1979 pre-tax profits of Laing Properties rising by 11 per cent from £5.05m to £5.63m.

Investment income for the year rose 30 per cent to £5.6m, which more than offset a decline in net trading profits to £1.06m (£1.75m). Interest charges fell from £212,000 to £100,000, but management costs were higher at £30,000 (£20,000).

Provision for UK tax was well below the previous year, principally because relief in respect of void premises is becoming available as lettings are being achieved. Reflecting mainly the reduced tax charge of £2.15m (£2.95m), net profits increased 65 per cent to £3.48m.

Earnings per 25p share were up from 3.5p to 6.4p, while a final dividend of 2.25p net improves the total payout by 0.5p to 3.5p per share, costing £1.89m (£1.62m).

Sir Kirby Laing, the chairman, says the current position of the company with the prospect of continuing growth in asset and rental values is satisfactory. Although the unfavourable trend of economic conditions in the UK and North America seems likely to persist for some time, he says the company has the resources and capability to respond to any opportunities which arise.

Websters slips but pays more

A DECLINE in pre-tax profits from £918,000 to £705,000 is reported by Websters Group (formerly Websters Publications), printer, publisher and wholesale book distributor, for 1979.

But after lower tax of £48,000 (£370,000), earnings per 5p share are shown up from 5.8p to 6.95p, and the dividend is increased to 2.1p (£1.49667p) with a final of 1.4p.

The current year has begun badly, say the directors, although they point out that in a group where results are substantially affected by trading levels in the final four months, any prediction is particularly difficult.

Turnover for the year expanded from £20.6m to £25.59m, and the surplus is struck after interest of £238,000 (£137,000).

Reed Paper advances in Canada

Helped by buoyant markets and a significant increase in net interest income from £30.58m to £32.93m after-tax earnings of Reed Paper, Canadian subsidiary of Reed International, advanced to £38.27m, against £34.29m last time, on sales up from £343.52m to £351.26m.

After an extraordinary income tax reduction of £2.75m (£51.9m) due to losses carried forward, net earnings for the period emerged at £311.03m, compared with £36.19m.

Earnings per common share, after cumulative preference dividends, are shown as £30.39 (£30.18) before extraordinary items, and as £30.53 (£30.28) after. A quarterly dividend of £0.25 per share on the outstanding A and B preferred shares is recommended.

Earnings from continuing operations increased from £27.53m to £31.92m; last time there was also a £30.16m loss from discontinued operations. Tax charge rose from £38.08m to £35.65m.

Comparatives have been restated to reflect the local businesses discontinued in 1979.

Jersey Electricity

Against the directors' midway expectations that the final profit for the year would not exceed the six months' figure of £1.5m, pre-tax revenue of the Jersey Electricity Company advanced to £1.42m for the whole of 1979, compared with £1.39m.

First-half profits had risen by £0.22m, but the directors based their full-year forecast on seasonal influences and the effect of fuel oil price increases. A final dividend of 8p maintains the gross total at 12p per £1 share.

Today's company meetings

Aquis Securities, Clarendon Court Hotel, Maida Vale, W. 12.
Barclays Bank International, 54, Lombard Street, EC. 12.45.
Bridgewater Estates, Midland Hotel, Peter Street, Manchester, 12.15.
British Mohair Spinners, Victoria Hotel, Bridge Street, Bradford, 12.
Hall Engineering, Grosvenor House, Park Lane, 12.
Alexander Henderson, Great Eastern Hotel, Bishopsgate, EC. 12.
International Investment Trust, Winchester House, 77, London Wall, EC. 12.30.
Tate of Leeds, Parkway Hotel, Otley Road, Leeds, 3.
Turner and Newall, Grand Hotel, Manchester, 12.
Watmoughs, Low Hall, Calverley Lane, Horsforth, near Leeds, 12.

Laporte expands £4.7m but sees demand slacken

CONTINUING ITS recovery from the effects of the transport strike and first-half currency losses of more than £1.3m, Laporte Industries (Holdings), chemical manufacturer, finished 1979 with pre-tax profits of £16.87m against £12.14m. Turnover advanced from £167.11m to £190.19m.

Trading in the first quarter of the current year has been reasonably satisfactory, but a slackening of volume demand for some products is becoming apparent, warn the directors.

The surplus is struck after charging £2.2m in respect of rationalisation costs, including redundancy payments and special depreciation, and an increase of £0.74m in attributable depreciation following the revaluation of fixed assets of the principal Interox associate companies. There is a net interest charge of £2.5m (£2.45m).

A forecast final dividend of 5.25p lifts the net total from 7.55p to 8.75p.

After tax of £8.65 (£6.82m) and extraordinary dividends of £1.6m (£0.14m), mainly due to unrealised currency losses, the attributable surplus emerges at £6.59m against £5.14m. Earnings

per 50p share are shown up from 11.41p to 17.17p.

The directors say the group's titanium dioxide business shows improvement, with rising prices against a background of rising costs allowing some small improvement in margins. But better prices in export markets were largely offset by the strength of sterling.

Progress was also made in other product areas, and the peroxoan business, Interox, again achieved record results, add the directors.

With expectations, represents

comment

Laporte's pre-tax profit, while in line with expectations, represents

a strong showing considering that the group has taken out £2.2m in redundancy and other charges above the line. The 15 per cent pre-tax profit growth from Interox is after a special £735,000 depreciation charge from the revaluation of assets and start-up costs of a U.S. peroxide plant. All of which suggests the group will weather the cyclical downturn it is beginning to feel better than in the past. However, as the recession develops, the strength of sterling is attracting increased import competition. The yield of 12.4 per cent at 106p is well projected and the fully taxed p/e of 7.2 is in line. But the market should watch out for the CCA earnings to be published in a few days—big increases in raw material prices has led to a significant cost of sales adjustment.

NORTHERN FOODS
Northern Foods says the balance of the 8.25 per cent convertible unsecured loan stock 1982/87 is to be compulsorily converted. Some 94 per cent of the stock has already been converted.

CHEL TENHAM AND GLOUCESTER BUILDING SOCIETY Annual General Meeting

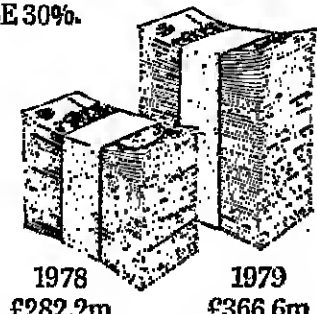
Another Year of Substantial Progress— Assets 17.2% Higher at £675 Million.

The Annual General Meeting of the Cheltenham and Gloucester Building Society was held in the Society's Chief Office on Wednesday, 23 April 1980.

In his Report on the 1979 results, the President, MR. CHARLES E. JESSOP, TD., drew attention to the following:

COMPARISON OF ANNUAL RESULTS		
1978		1979
£575.9m	Total Assets (17.2% growth)	£674.8m
£23.2m	Reserves	£25.1m
4.04%	Reserve Ratio	3.72%
£123.0m	Liquid Funds	£149.3m
£282.2m	Investment Receipts (including interest credited)	£366.6m
£123.5m	Mortgage Advances	£126.8m

RECORD INVESTMENT RECEIPTS RISE 30%.



- 10,805 Mortgage Advances made—39% to first time purchasers and 17% to people buying new properties.
- C&G set to achieve a 20% increase in lending to home buyers in 1980.
- Record £94m net receipts, an increase of 36%.
- Total assets increased to £675m and reserves to £25m.
- 8 new offices opened. At the year end the Society had 101 Branch offices and 367 appointed Special Agents.



Save for everything you need at the C & G.
Cheltenham & Gloucester Building Society.

Cheltenham House, Clarence Street, Cheltenham GL50 3JR. Tel: 0242 36161.

THE DELTA GROUP 1979 Results in brief

	1979	1978
Sales	£512.7m	£448.7m
Profit before tax	£30.4m	£28.4m
Profit attributable to ordinary shareholders	£18.4m	£19.8m
Earnings per ordinary share	12.9p	13.9p
Ordinary dividends:		
per share	6.0p	5.6p
times covered	2.2	2.5
Return on capital	15.3%	14.1%

- * Pre-tax profits increased by 7% to £30m.
- * Industrial disputes reduced profits by some £5m.
- * Capital expenditure on new plant and facilities up by 41% to £23m.
- * Increased final dividend to 4.18p making 6.0p for the year.

Delta provides products and services for the control and supply of electricity, water and gas as well as components and non-ferrous alloys world-wide.

If you would like a copy of the Annual Report please send this coupon to:
The Secretary, The Delta Metal Company Limited, 1 Kingsway, London WC2B 6XF.

Name _____
Address _____

_____ FT



US\$
45,529,553,000

THAT'S JUST THE START OF ABN'S ASSETS.

Algemene Bank Nederland has other valuable assets too.

For instance, ABN has over 700 branches at its home in Holland, plus offices in major trade and commercial centres in over 40 countries on five continents.

So ABN can assist clients almost everywhere in the world with a complete range of financial services—from import/export financing, international loans and foreign exchange, to letters of credit and a host of other activities.

But we like to think our most valuable asset is our personnel.

Friendly and courteous, yet competent and efficient, ABN employees are custodians of 150 years of international banking expertise. Knowledge they take pride in sharing with our clients.

No wonder ABN ranks among the world's most prominent international banks. And has total assets of US \$ 45,529,553,000*.

*Rate of exchange 12.31/79 US\$ = f1.91.

ABN Bank

ABN people are ready to serve you almost anywhere in the world.

Amsterdam, Algemene Bank Nederland, Head Office, 32, Vijzelstraat, P.O. Box 669, 1000 EG, telephone (020) 289111, telex 11417.
London, Chief Office, 61, Threadneedle Street, EC2P 2HH, P.O. Box 503, West End Office, Holland Building, 120, Pall Mall, SW1Y.
SEA, Birmingham, 35, Waterloo Street, B3 5TL, P.O. Box 129, Manchester, Pall Mall Court, 61, King Street, M2 4PD.

Unilever confident of longer-term

CURRENT YEAR trading at Unilever is expected to be difficult but there are encouraging features. Principal among these are the relatively low prices of the group's most important raw materials, which will help product costs, and the improving situation in Nigeria, where associated profits were adversely affected last year.

However, there will be little growth in most of the economies in which the group operates and inflation is likely to continue at a high level.

Speaking yesterday, on the publication of the 1979 report and accounts, Sir David Orr, chairman, said he viewed the longer term with considerable confidence; the group's product and geographical diversity providing great opportunity for the future.

This diversity, together with the group's size and strong balance sheet, gave strength to weather future economic storms, he stated. "We expect to continue with our past record of long-term, steady, but nonetheless real, growth. And it is our intention that our shareholders should benefit as they have done in the past decade."

Capital expenditure in 1979 totalled £373m (£340m) and more was expected to be spent this year. Projects amounting to £438m (£350m) were approved in 1979. Many of the capital projects

improved productivity in them. Gains in productivity had a high priority in improving margins and over the last five years output per employee had increased by 5 per cent per annum. Sir David believed this was particularly important in the UK, where productivity was advancing by 4 to 5 per cent a year.

The EEC "butter mountain" was sharply criticised by Sir David for creating unfair competition with the company's margarine products.

He revealed that operating profits in the edible fats business had fallen from £150m in 1978 to £127m last year. Although this was partly due to industrial action in two European countries, the main reason was the excess butter production in the EEC.

This had led to "the subsidised actions such as Christmas butter and general subsidies which have been introduced at the expense of the Community tax payers to get rid of this surplus," said Sir David. He pointed out that such subsidised competition had been detrimental to both the sales of Unilever's margarine as well as profit margins.

Sir David also said that the European Commission "had long held the view that less butter should be produced."

He added: "It is high time that the political will is mustered to plug this gaping hole in the Com-

munity bucket." As reported on March 5, operating profits for 1979 rose by 3 per cent to £309m and pre-tax profits were 1 per cent lower at £306m. Without the translation of overseas profits at a higher exchange rate, these figures would have been 7 per cent higher.

The negative effect of the strong pound had a similar effect on attributable profits but a UK tax credit of £30m, due to relief on stock appreciation, resulted in the attributable balance advancing by 15 per cent to £315m.

Raw material prices rose more sharply in 1979 than in 1978. This meant that CCA profits showed a worse trend than historic: the pre-tax figure falling from £489m to £388m and the attributable from £173m to £152m. In 1978 the CCA trend was more favourable than the historic.

During last year net liquid funds fell by £135m to £151m. The main reason was the payment of blocked dividends of £55m, plus ACT of £24m. In addition, capital expenditure remained high and cash tied up in stocks rose with inflation.

Also loan capital was reduced by £21m because it was not an attractive time to replace maturing debt in full. Gearing remained low and declined from 33 per cent to 30 per cent. This

was partly the reduction in loan capital but was also helped by the release of a provision of £15m of deferred tax on UK stock relief for 1973-78. This was treated as an extraordinary item and taken into retained profits.

Sir David added that the CCA figures and the reduction in net liquid funds showed that although margins improved slightly in 1979, they were still not high enough to compensate for the effect of continuing high inflation. Margins in European operations were particularly low and this applied as much to the UK as to the Continent.

Government action (such as price controls in some countries), the recession and tough competition, all have an adverse effect but the group was making every effort to get margins up.

The AGM of the company will be held at the Baltic Exchange, E.C., on May 14 at 11 am. See Lex

SHARE STAKES

Conder International — The trustees of the Conder Staff Trusts have increased their holdings from 1,496,514 to 1,579,614 shares (19.17 per cent). J. E. England and Sons (Wellington) — Walter Duncan and Goodricke has purchased a further 45,000 shares taking its holding to 700,000 shares (14 per cent).

Amal. Metal lower at £8.24m

ON HIGHER turnover of £1.2bn against £981m, pre-tax profits of Amalgamated Metal Corporation, metals and minerals merchant and tin smelter, declined slightly from £5.5m to £5.24m in 1979, following a second-half pick up from £2.75 to £4.37m.

After tax £4.12m (£4.32m) and before extraordinary credits £345,000 (£39,000 debits), stated earnings per £1 share are down from 39p to 36.1p, and 41.6p (37.9p) after extraordinary items. The final dividend is raised from 10.9p to 11p, making the total 14p (£5.4p).

Share of profits of associates was £522,000 against £349,000, and income from investments was £10m from £2.23m to £1.43m. Minorities accounted for £1.73m (£1.84m). Dividends absorb £994,000 against £1.15m, leaving £1.73 (£1.35m) transferred to reserves.

Corinthian shows expansion

A SECOND half lift from £263,574 to £408,490 has left Corinthian Holdings, a textile and printing services, with taxable profits ahead from £567,574 to £659,490 for 1979. Turnover improved to £7.08m against £6.17m.

The dividend is boosted to 1.5p (1.05p), net per 10p share with a final payment of 1p. Pre-tax figure included a provision release of £33,152, compared with £49,355 and was subject to a much higher tax charge, up from £23,983 to £147,282.

After minorities, £24,433 (£45,116) and an extraordinary debit last time, of £47,466, the amount retained came out at £406,294 (£394,071).

Earnings per share are shown as 9p as at December 31, 1979, compared with 9.2p before extraordinary items and 8.5p after.

£1m loss by Wilmot Breeden

A PRE-TAX loss of £1.03m is announced by Wilmot-Breeden (Holdings) for the nine months to September 30, 1979, compared with profits of £2.23m for the previous 12 months. The company has changed its year-end in line with its holding company, Rockwell International.

Sales for the nine months of the engineering products manufacturer amounted to £75.32m (£100.23m for year). The loss was struck after charging interest and currency transactions of £1.59m, against £1.36m.

Tax charge was down from £1.95m to £0.97m. Minorities accounted for £23,000 (same) and there were extraordinary debits of £0.59m (£94,000 credits). Dividends last time absorbed £418,000.

Loss per share is shown at 9.7p for the period, against the previous year's earnings of 10p.

BAIRD TEXTILE

Baird Textile Holdings has acquired the capital of Spira Household Textiles for £498,000 cash, this being fully covered by assets. Spira will be a subsidiary of Telemac, but will continue to operate autonomously.

This acquisition brings into effect Telemac's plan for entering the household textiles field, with Spira supplying a range of towels, tea towels, tablecloths and bedding from worldwide sources at competitive prices.

Consumer demand strong as Menzies passes £6.6m

HIGHER BORROWINGS and sharply higher interest rates restricted to 12 per cent the increase in pre-tax profits of John Menzies (Holdings), the Edinburgh-based wholesale and retail newsagent, bookseller and stationer, in the year to February 2, 1980.

With second half pre-tax profits improving from £4.79m to £5.49m, the year's figures were up from £5.94m to £6.6m on turnover 18 per cent higher at £233.36m against £197.7m.

There was an extraordinary charge of £2.23m, the bulk of which is due to writing off goodwill on acquisitions—the latest being of Terry Blood (Records) in December, 1979.

After tax considerably lower, at £34,000 against £390,000, stated earnings per 25p share are up from 34.77p to 45.15p, and the final dividend is raised from 2.12p to 4p net, making the total 6p (3.395p).

The board says consumer demand for newspapers, periodicals and magazines remains strong, and the retail division increased its volume sales. There has been a 10 per cent increase in retail sales space in the group.

and a similar increase is planned for the current year.

comment

If it had not been for sharply higher interest charges, Menzies would have been up much more than its 12 per cent pre-tax rise. Growth has come from the retail division rather than wholesale with retail sales volume increased by 4 per cent helped by physical expansion. The group may have benefited about £2m in lost profit because of Fleet Street stoppages, but managed to do well anyway at its 340 outlets. The total net dividend, as forecast, is up to 6p, yielding 3.7 per cent at 235p, up 5p. At this stage, Menzies appears to be riding a bit higher, albeit on a smaller scale, than W. H. Smith, which reported an earnings drop last week. In the current year, Menzies could hope for £7.5m, while the group's stated earnings for last year point to a p/e of just over 5.

HAMBROS BANK

Hambros Bank has completed a £100,000 equity financing for, and acquired a shareholding in, Alphameric Keyboards.

The financing, which took the form of a rights offering underwritten by the bank, will result in Hambros owning 3.2 per cent of Alphameric's parent company, Lodgepole Holdings.

Hambros will also have an option to acquire further shares, bringing its total stake to 14.6 per cent, up to March 1982.

Wight falls to £414,000

WITH TURNOVER falling from £11.42m to £9.42m, pre-tax profits of Wight Holdings declined from £283,388 to £413,543. At the interim stage profits were marginally lower at £240,000 against £255,000.

The net final dividend is 3.55p, effectively maintaining the total payment at 5.5p. Tax for the 12 months took £197,472 (£233,697) and the retained balance was £106,124 compared with £228,725.

VICTORY

International Specialist Reinsurers

Consolidated Results for 1979

	1979 £	1978 £
Reinsurance Operations (Net)		
General Insurance Premium Income	30,510,000	30,956,000
Life Insurance Premium Income	25,265,000	25,640,000
New Life Sums Assured	1,150,000,000	939,000,000
Profit and Loss Account		
Investment Income	4,378,000	3,433,000
Revenue Account Transfers		
General Business	(3,188,000)	(1,403,000)
Life Business	503,000	296,000
Additional Provision — General Business	(500,000)	—
Expenses and Exchange	(454,000)	(545,000)
Operating Profit before Taxation	739,000	1,781,000
Taxation and Minorities	51,000	817,000
Profit after Taxation & Minorities	688,000	964,000
Proposed Dividend	340,000	293,000
Retained Profit	348,000	671,000
Shareholders' Funds		
Capital	4,850,000	4,850,000
Share Premium Account	180,000	180,000
Retained Profits and Reserves	5,259,000	4,980,000
Net Assets	10,289,000	10,010,000

Highlights

Queen's Award for Export Achievement.
Total Group assets £138 million.

28% increase in investment income credited to profit and loss account.
Life new sums assured exceeded £1,000 million — an increase of 21%.
Adherence to principles of security, continuity and expertise in the face of deterioration in general reinsurance markets worldwide.
Establishment of management companies in Toronto and Hong Kong.

Copies of the Report and Accounts for 1979, incorporating the Chairman's Statement, may be obtained from The Secretary, The Victory Insurance Company Limited, Victory House, Castle Hill Avenue, Folkestone, Kent CT20 2TF.

This advertisement complies with the requirements of the Council of The Stock Exchange.

U.S. \$100,000,000

J. C. Penney Overseas Capital N.V.

(Incorporated with limited liability in the Netherlands Antilles)

13½% Guaranteed Notes Due 1985

Guaranteed unconditionally as to principal, premium, if any, and interest by

J. C. Penney Financial Corporation

The Notes, issued at 100 per cent, have been admitted to the Official List by the Council of The Stock Exchange, subject only to the issue of the Notes. Interest is payable annually.

Full particulars of the Notes, the Issuer and the Guarantor are available in the Extel Statistical Service and may be obtained during usual business hours on any weekday (Saturdays and public holidays excepted) up to and including 8th May, 1980 from:—

Credit Suisse First Boston Limited,
22 Bishopsgate,
London EC2N 4BQ.

Cazenove & Co.,
12 Thakernhouse Yard,
London EC2R 7AN.

24th April, 1980

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange in London. It is not an invitation to any person to subscribe for or purchase any securities of Safeway Stores, Incorporated or its subsidiaries.



SAFEGWAY STORES, INCORPORATED

(Incorporated with limited liability under the laws of the State of Maryland, United States of America)

Authorised

75,000,000

Shares of Common Stock

Issued and fully paid

26,129,518

(U.S. \$1.66 2/3 par value)

The Council of The Stock Exchange in London has admitted to the Official List all the issued shares of Common Stock of Safeway Stores, Incorporated. Particulars relating to Safeway Stores, Incorporated are available in the statistical service of Extel Statistical Services Limited and copies of those particulars may be obtained during usual business hours on any weekday (except Saturdays) up to and including 8th May, 1980 from:

Merrill Lynch International
Bank Limited
Merrill Lynch House
3 Newgate Street
London EC1A 7DA

Rowe & Pitman
1st Floor
City-Gate House
39-45 Finsbury Square
London EC2A 1JA

24th April, 1980

Companies
and Markets

UK COMPANY NEWS

London and European
over £1m
for year
Second half downturn
leaves BSG £3.3m off

WITH ALL the increase coming in the first six months, pre-tax profits of London and European Group reached £1.01m for 1979, compared with a revised £0.91m. The second-half result, at £506,000, was £8,000 lower than in the same period of 1978.

Turnover for the year dropped from £14.31m to £9.22m, while last year's profit was struck after a £105,000 share of an associate's loss.

Earnings per 10p share are given up from 5.1p to 6.5p and the dividend total is raised to 1.35p (1.1p) net, costing £160,000 (£130,000), with a final of 0.75p.

Norman
Hay cuts
dividend

SECOND-HALF taxable profits of Norman Hay improved to £251,000, compared with £233,000 last time, but the electroplating engineer ended 1979 down from £250,000 to £491,000. The final dividend is being cut from 2.2p to 1.55p net, making a total of 3.3p, against 3.7p.

Profitability in the first six months had been affected by the aftermath of the disruptive winter which had hindered customers' ability to keep the group supplied with work according to its normal schedules.

Turnover for the year moved ahead from £9.4m to £4.42m. After tax down from £236,000 to £233,000, stated earnings per 10p share were marginally higher at 6.7p (6.6p).

STRUCK after interest up from £3.58m to £5.83m, the tax profits of BSG International were down from a record £8.35m to £5.02m for 1979. Turnover expanded to £300.6m against £256.1m.

The directors say that second-half profits, at £862,000 (£555m) pre-tax, were particularly disappointing due to high interest rates, the national engineering strike, and the reduction in UK vehicle production, which affected the group's vehicle component companies.

The cut backs in German car production in the second six months adversely affected the German and UK component supplying companies, and the group's UK dealerships suffered from the continued shortage of many of the cars they sell, and from reduced margins, especially on larger cars.

Basic earnings per 10p share are shown as 4.7p (3.86p), and 4.52p (3.37p) fully diluted, and the dividend is cut to 2p (2.381p) with a reduced final payment of 1.042505p (1.46464p). The directors find it difficult to project a view on 1980 because of the current worldwide economic climate.

However, the group is continuing its policy of company and product development, and are reviewing the prospects for companies, existing and new products, to keep abreast of changing situations in both the original equipment and aftermarket areas of its business.

A reduction in UK vehicle production, coupled with the steel strike has caused some concern in the first quarter of 1980, the directors say.

The aircraft seating, galley and interior business, however, has a very full order book, and the overall picture in the commercial aviation is very bright

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether dividends are interim or final and the subdivisions shown below are based mainly on last year's timetable.

TODAY

Interiors: Aberdeen Trust, Anglo-Scottish Investment Trust, Sun Baitery Construction, Walter Lowrance McKennie Brothers, Safeguard Industrial Investments, S. Simpson, Rovers Engineering, Anchor Chemical, Selgrie (Blackheath), Dunlop, Flight Refuelling, Grampian Television, Grattan Wearhouses, Helen Carver, Houskisson Holdings, International Thomson, P. and W. Maclean, Modern Engineers of Bristol, Pandion Industries, Haeclid Parry, Rush and Tompkins, Francis Sommer, Teclat, Vickers.

FUTURE DATES

Interiors: Aberdeen Trust, Anglo-Scottish Investment Trust, Sun Baitery Construction, Walter Lowrance McKennie Brothers, Safeguard Industrial Investments, S. Simpson, Rovers Engineering, Anchor Chemical, Selgrie (Blackheath), Dunlop, Flight Refuelling, Grampian Television, Grattan Wearhouses, Helen Carver, Houskisson Holdings, International Thomson, P. and W. Maclean, Modern Engineers of Bristol, Pandion Industries, Haeclid Parry, Rush and Tompkins, Francis Sommer, Teclat, Vickers.

for some years ahead, they state.

After tax for the year of £1.57m (£1.97m), minorities (£532,000) and an extraordinary debit of £9,000 (£198,000 credit), the attributable balance came through at £3.06m against £3.05m.

Dividends will absorb £1.32m (£1.57m) leaving £1.77m (£4.49m) retained.

As at December 31, 1979 reserves amounted to £41.3m, compared with £40m.

● comment

A singularly uninspiring second half brought only £860,000 profits to BSG. Leaving the full-year total well below expectations and knocking the shares 3p to 21p. There may be further to go. With vehicle distribution roughly maintaining last year's £5.7m profits, the implication is that manufacturing

registered a significant second-half loss. Given last year's buoyant trend in new car registrations, and a quarter of BSG's sales from imports bought with sterling, more pronounced growth had been expected in motor retail. The engineering dispute clearly hit manufacturing, coupled with depressed component sales to German car makers, notably Ford, which cut orders to equip its larger models. The dividend cut will raise a few hackles, but resource conservation looks justified since borrowings are now standing at perhaps £26m, against share holders' funds of £48m. Interest charges this year are likely to be substantially higher so pre-tax profits could be contained at around £8m. On that basis, the prospective fully-taxed p/e is around 8, which with a historic 14 per cent yield, recognises many of the immediate problems.

Gosforth Ind. Hldgs. progress

Gosforth Industrial Holdings, the ship repairing, engineering, construction and insurance group formed from the non-nationalised interests of "Gosforth Hunter", reports a net profit for 1979 for £783,000, after tax of £786,000.

The surplus, includes a share of associates' profits less losses of £247,000 and investment income and net interest receivable of £722,000.

Including group trading profit and share of associates' profits less losses for the second half of 1979 after tax, the net surplus for the 18 months to end-1979 was £1.36m.

An extraordinary credit of £0.88m, comprising the net profit from the sale of the group's holding in Common Brothers and the net balance of agreed compensation from the Government in respect of the holding in John G. Kincaid and Company lifts the 18 months surplus to £2.14m.

A dividend of 2p is proposed making, with the special dividend paid in October last year, a net total of 4p.

The figures do not include the results of Smiths Ship Repairs North Shields. This company's net loss of £621,000 for 18 months has been charged against the

provision of £3.24m set up to meet its ship repairing losses under the scheme of reconstruction.

George Ewer
requests
suspension

Shares of George Ewer, the motor coach operator, were suspended yesterday but this does not herald a bid from the company's largest shareholder, the Sunderland-based T. Cowie.

A further announcement is likely in the next few days, said Mr. Henry Ewer, the chairman and managing director of Ewer. He declined to add anything to yesterday's brief statement on the requested suspension.

At the share suspension price of 49p, Ewer is capitalised at over £3.5m.

"It's not us," said Mr. Andrew Cowie, a director of Cowie, the motor dealing and credit finance company, when asked about possible bid intentions. Cowie has 29.96 per cent of Ewer's shares, a shade below the level at which a formal offer is required under the Takeover Code.

"This is still an investment and likely to stay that way," he added. Ewer's pre-tax profits totalled £1.56m in the year to September 30, 1979, against £1.32m in the previous nine months' trading period.

T. G. Hawker
deficiency

It is doubtful whether T. G. Hawker, the Somerset meat company which crashed last December with gross debts of £7.5m, ever traded profitably during its three-year life. Mr. Denis Clackett, the official receiver, told a creditors' meeting in Bristol yesterday.

His examination of the company's affairs so far showed a trading history of money being borrowed on a vast scale and of income being used to pay old debts. All capital had been raised through discounting invoices, while the company had never had enough real free market capital.

In reply to further questions, Mr. Clackett said the gross profit seemed to have run at well under 10 per cent, which made it unlikely there was ever a net profit. The company, which is being wound up under a High Court order issued on March 17, is also the subject of police investigations, following a complaint of substantial accounting irregularities.

Mr. Clackett stressed his investigations were still at an early stage, but preliminary estimates suggested the disposal of assets would still leave the debenture holder with a deficiency of just over £2m on a debt of £4.7m.

In the circumstances, representatives from among 300 unsecured creditors attending the meeting withdrew a proposal to appoint their own liquidator, and left it in the hands of the official receiver.

Thomson T-Line

After reducing its losses in the first six months, Thomson T-Line Caravans dropped behind in the second half, with losses leaping from £28,435 to £249,167. This resulted in a pre-tax loss of £271,890 against £145,252 for 1979 as a whole.

There was a tax credit of £67,032 (£40,028) and an extraordinary credit of £176,893 (£3,680). The loss attributable was down from £101,544 to £28,905. Loss per 25p share is 12.66p (6.46p). The final dividend is raised from 1.7p to 1.75p net for a total of 3.5p (3.35p). Bantaskin Investments has waived its dividend rights on 500,000 shares.

Republic National Bank of New York

A subsidiary of REPUBLIC NEW YORK CORPORATION



Consolidated Statement of Condition

March 31, 1980

ASSETS

Cash and demand accounts	\$ 340,564,985
Interest bearing deposits with banks	1,504,432,074
Precious metals	6,133,698
Investment securities	350,773,120
Federal funds sold and securities purchased under agreements to resell	207,000,000
Loans, net of unearned income	2,303,982,494
Allowance for possible loan losses	(41,575,993)
Loans (net)	2,262,406,501
Customers' liability under acceptances	248,151,572
Bank premises and equipment	31,871,981
Accrued interest receivable	99,918,728
Other assets	168,135,526
	\$5,214,388,195

Letters of credit outstanding \$ 276,809,986

LIABILITIES AND STOCKHOLDER'S EQUITY

Deposits	\$3,905,597,412
Short term borrowings	351,458,920
Acceptances outstanding	251,727,131
Accrued interest payable	153,682,197
Due to factored clients	162,267,272
Other liabilities	77,203,321

STOCKHOLDER'S EQUITY

Common stock	100,000,000
Surplus	100,000,000
Undivided profits	112,465,942
Total stockholder's equity	\$312,465,942
	\$5,214,388,195

At March 31, 1980 the portion of the investments in precious metals not hedged by forward sales was \$1.9 million.

REPUBLIC NEW YORK CORPORATION
SUMMARY OF RESULTS

SUMMARY OF RESULTS	Three Months Ended March 31	
	1980	1979
Income before securities gains (losses)	\$19,132,746	\$7,151,897
Net income	15,246,254	6,709,389
Earnings per common share (after dividends on preferred stock):		
Income before securities gains (losses)	\$5.50	\$1.86
Net income	4.32	1.72
Dividends declared63	.50

Fifth Avenue at 40th Street, New York, New York 10018 (20 offices in Manhattan, Brooklyn, Queens, & Suffolk County) Member Federal Reserve System/Member Federal Deposit Insurance Corporation

A subsidiary of TRADE DEVELOPMENT BANK HOLDINGS S.A. Luxembourg
Beirut, Bogota, Buenos Aires, Caracas, Cayman Islands, Chile, Frankfurt/Main, Geneva, Hong Kong, London, Luxembourg, Miami, Mexico City, Montevideo, Nassau, New York, Panama City, Paris, Rio de Janeiro, Santiago, Sao Paulo, TokyoThere have
been a few
Changes in Banking since their Time -
for instance, the Development
of the Euromarket.

The world of finance is getting more complex by the day with floating currencies, new debt instruments and an increasing demand for international funding being only some of the newer developments calling for ever greater professional banking expertise.

With Bayerische Landesbank as your banker, you can rest assured that you'll get all the necessary financial experience you'll need and more - you'll have a partner who combines personal friendliness, typical for Bavarians, with professional drive.

As one of the largest "universal banks" in West Germany, bankers to the State of Bavaria, and with a balance sheet total in excess of DM 75 billion, you'll know that we have the financial capacity whatever the size of your project. Our refinancing ability for DM loans is strengthened by our authority to issue own bearer bonds. In addition, we have the management capacity to put together worldwide syndicates. For Euromarket lendings be it for short-term trade financ-

ing or medium and long-term capital investments, our subsidiary, Bayerische Landesbank International S.A., Bayemlux for short, and our full-service branch in London are at your service. As in Munich, in Luxembourg and London too you'll find the same high professional standards seasoned with Bavarian friendliness and that this rare combination is appreciated by a demanding clientele is best reflected in the fact that Bayemlux's balance sheet total increased from almost DM 6 billion to close to DM 7 billion during the last financial year ending September 30, 1979.

When you are looking for a partner in the Euromarket you can't do better than Bayerische Landesbank.

Bayerische Landesbank International S.A. 25, Bd. Royal, P.O. Box 602, Luxembourg Telephone: 475911-1, Telex 1246 bayer lu



Bayerische Landesbank
Girozentrale, London Branch
99 Bishopsgate
London EC2M 3XD
Tel.: 638 6711, Telex 886 437

Bayerische Landesbank
Girozentrale

International Banking with Bavarian Drive and Friendliness

Central Office: Briener Strasse 20, 8000 München 2, Tel.: (09) 2171-1. Branch: London, Tel.: 638 6711. Subsidiary: Bayerische Landesbank International S.A., Luxembourg, Tel.: 475911-1. Representative Offices: Toronto, Tel.: 862-8840; Vienna, Tel.: 663141/663161; Johannesburg, Tel.: 8381613; New York, Tel.: 888-0670 (9). Affiliates: Deutsch-Scandinavisches Bank AG, Frankfurt, Tel.: 20477; Asien-Pazifik-Bank AG, Hamburg, Tel.: 322891; Asien-Pazifik Merchant Finance Limited, Hong Kong, Tel.: 5-263241.

M. J. H. Nightingale & Co. Limited

27/28 Lovat Lane London EC3R 9EE. Telephone: 01-621 1212

1979-80	Company	Price	Change	Gross Div (p)	%	P/E
99	Alpspring	51cd	+2	6.2	11.0	3.81
100	Amritaga and Rhodes	28	-2	3.8	13.8	1.81
275	Barclay Hill	22	-	4.3	5.0	8.11
100	County Cars 10.7% Pl	50	-	15.3	19.1	-
101	Osborne Ord	96	-2	5.0	5.2	10.5
110	Frank Hursell	111	+1	7.8	7.1	8.9
123	Frederick Parker	102	-	12.1	12.7	4.69
159	George Star	107	-	18.5	15.4	-
70	Jackson Group	88	-	5.2	7.6	4.01
133	James Burrough	111	-	5.7	11.1	8.01
202	Robert Jenkins	282	+2	31.3	11.1	8.01
211	Shilling	221	+1	14.3	6.5	5.91
34	Twinklark Ord	16	-	0.8	5.2	3.01
80	Twinklark ULS	77	-	15.5	-	-
86	Unilock Holdings	48	-1	2.0	5.4	10.2
47	Unilock Holdings New	47	-	4.4	4.6	10.0
49	Walter Alexander	130	+3	12.1	8.4	3.11

Accounts prepared under provisions of SSAP 15.

E. FOGARTY & CO. LTD.

Year to 31st December

	1979	1978
£'000	£'000	£'000
Sales	29,131	23,115
Profit before tax	2,204	2,705
Taxation	612	534
Profit after tax	1,592	2,171
Preference Dividend	81	81
Ordinary Dividend	402	199
Total dividend per ordinary share	4.01947p	1.98761p*
Earnings per ordinary share	15.1p	20.9p*
Net assets per ordinary share	101p	91p*

*Adjusted for September 1979 Scrip Issue

Profits decrease largely due to exceptional fall in world feather prices and disappointing Christmas sales.

Benefits from Walker & Clark acquisition and Group's continuing investment programme will be felt in the second half of 1980.

Prospects

Despite current economic conditions profits are unlikely to be less than 1979. Board view longer term future with cautious optimism.



Manufacturers of continental quilts, pillows, bath and scatter rugs, soft furnishings, processors of feather, down and man-made fibre fillings.

MFI will miss forecast —shares fall by 10p

BY ALAN FRIEDMAN

MFI Furniture will not meet its pre-tax profit forecast of £18m for the year to May 31. Mr. Arthur Southon, the chairman, said yesterday that the revised forecast indicated profits around £16.7m, a figure 7½ per cent lower.

The original forecast was made last October at the time of a placing of 33m family-held shares. Mr. Southon said the revision was necessary because of difficulties in the last quarter. News of the change sent MFI's shares down 10p to 62p yesterday.

The revised forecast is contained in a formal offer document related to MFI's £30m agreed bid for Status Discount. It comes as Status is recommending to its shareholders that they accept a one-for-one ordinary share offer. The change in earnings prospects do not affect the merger plans.

Mr. Southon said that the lower forecast was "a hiccup in this year because of general economic circumstances." He said that he regretted making the earlier forecast.

"It was increased competition in the lower price ranges that

hit us. Margins have been falling in this area," he said. In his letter to shareholders, Mr. Edwin Healey, chairman of Status, said that earnings of his company would show a decline in the first half, against the same period last year.

He said yesterday that the Office of Fair Trading would be considering the implications of the MFI-Status deal and that he had had discussions with the OFT. But he did not feel that the combined market share of MFI and Status' 135 stores in the North, South-east and Scotland would cause a problem.

"Our share of the UK retail furniture market comes to about 5.6 per cent total," he said. MFI and Status are both heavily involved in kitchen and bedroom furniture, an area linked partly to the DIY sector.

Of the combined group's total net borrowings of £11m, Mr. Southon said that £3.5m arose from a deal between Status and the privately-owned Hummer Kitchens group. In the year to November 1979, Status leased plant and machinery costing £2.5m to Hummer on commercial terms to enable it to increase its

production capacity to meet requirements from MFI and Status.

Status and MFI together account for about 95 per cent of the turnover of Hummer Kitchens. After the merger, some 40 per cent of MFI's new turnover will stem from Hummer products.

The chairman commented yesterday that MFI had no intentions of acquiring Hummer and that there were no plans for another such leasing agreement. "Both MFI and Status have benefited from increased production at Hummer," he said.

The chairman of Hummer, Mr. Malcolm Healey, is the brother of Mr. Edwin Healey, chairman of Status Discount. Mr. Edwin Healey continues to have an indirect beneficial interest in Hummer through a Channel Island trust arrangement.

In the 1980-81 period, Mr. Southon said that MFI plans to open 20 new branches in the UK.

Shareholders will be asked to approve the agreed bid at an extraordinary general meeting of Status Discount, scheduled for May 12 in Sheffield.

Inchcape acquires Assam Inv. with £6.9m agreed bid

Inchcape, the international trading group, has made a successful bid for Assam Investments which operates tea plantations in India. Yesterday, Inchcape mounted a £6.92m agreed bid for Assam and shortly afterwards announced that it had increased its holding through market purchases to 54.59 per cent. As a result other offer has already gone unconditional.

Inchcape already held 38.72 per cent of Assam prior to the bid and its connections with the team group have been close for some time. One of Inchcape's subsidiaries, Dunoon Macmillan, acts as secretaries for Assam.

The offer now being made is 150p in cash for each ordinary share and 65p in cash for each preference share. The price compares with a market price of 118p prior to the announcement and 148p at yesterday's closing. It is being recommended by Assam's advisers, J. Henry Schroder Wagg and the independent directors. Baring Brothers is acting for Inchcape.

Assam's latest accounts cover the 18 month period to the end of last June and were published in January. The ysbow da drop in pre-tax profits from £3.74m for the previous 12-month period to £1.39m. The directors attributed the downturn to unusually low tea prices during the period and the declining trend in tea markets seen since the end of 1977.

stanchoned and retail hardware margins (upset by B&B inclusion of EWP's turnover) are set to improve. At the chances of third party intervention, which would allow Philp to come back with a higher bid, are diminishing quickly and it seems most unlikely that Hoffnung shareholders will see asset value of 125p per share. The Australians have so far been successful in attracting large lines of equity at the offer price but this source now looks to have been almost entirely tapped and the outcome could be very close indeed. Hoffnung shares were 74p before the bid so the downside should Burns Philp withdraw is not too deep, and it seems that several uncommitted institutions will be deciding to back Hoffnung. Rejection is a gamble on the heralded trading upturn but the risk should be worth taking particularly as the relative rate of exchange may move further in favour of Australian dollar earnings.

LONDON AND LIVERPOOL

Shareholders of London and Liverpool Trust have given permission for the acquisition of Regent Autocar, the motor engineers and agents, on terms which will increase LLT's issued capital by over 30 per cent.

Of the 2.7m shares to be issued for Regent, 1m are to be placed in the market at 29p. Arrangements for the placing have now been made and particulars will be published on Monday by Roy James and Co. brokers to the issue. LLT's shares were suspended in early March at 30p.

CORROON/MINET
Corroon and Black of the U.S., the world's eighth largest insurance broker, has completed its purchase of a 20 per cent stake

in Minet Holdings, the UK insurance broker with large Lloyd's of London interests.

Corroon has added 6.5 per cent of Minet's shares to its existing holding of 13.5 per cent, paying around £1 per share for its stake. Minet's shares rose 2p to 97p, yesterday after reaching 105p at one stage.

WARES ESTATES/ROWLF

In accordance with the agreement dated July 12, 1977 between Dares Estates and Rowlf, 324,394 Dares ordinary shares have been issued to Rowlf as the final instalment of the consideration provided in that agreement linked to profits in the development of land at Marchwood, Hampshire.

Rowlf is a subsidiary of St. Pauls Holdings Anstalt in which Mr. P. D. Jackson has an interest and the company has been notified accordingly.

MITCHELL SOMERS JOHN FARBOON

Mitchell Somers has agreed to purchase certain assets from John Farboon and Co., a company in which Mr. John E. Farboon and his wife own 92 per cent.

John Farboon assembles and factors a wide range of household goods to mail order companies and has the sole agency to import a similar range of goods from Denmark.

The total consideration, to be satisfied in cash, will amount to a sum equal to 50 per cent of the audited pre-tax profits of a new subsidiary company — Lan-Bar Farboon, comprising the assets to be acquired from John Farboon and Co. for the three financial periods commencing May 9, 1980.

The initial payment will not exceed £250,000 and will be equal to the value of the tangible assets to be acquired plus £100,000 for goodwill. The profits attributable to these assets in the year to April 30, 1979 were £112,756.

WARREN PLANTATION

Warren Plantation Holdings announced that on April 11, 1980, SA SIFEP NV became interested in 594,000 (7.06 per cent) of its shares.

Gold Fields buys into U.S. beach minerals

BY PAUL CHEESBROUGH

CONSOLIDATED GOLD FIELDS yesterday moved to consolidate its leading position among international beach sands producers by announcing a \$17.6m (\$7.8m) investment in a mining lease and plant at Green Cove Springs, Florida.

The investment is being made by Associated Minerals Consolidated (AMC), already dominant in the Australian beach sands industry. AMC, which is 52 per cent owned by Consolidated Gold Fields Australia, is financing the investment with its second rights issue in a year.

The issue, which is non-redeemable, seeks to raise \$23.1m (£10.3m) through a one-for-two offer at \$2.00 (\$0.9p) a share, payable in two instalments on June 30 and December 12, each of \$11.5m.

The per value of the shares is 50 cents and their market value at the close of trading in Sydney yesterday was \$2.60. The shares are rarely traded in London.

The Florida property, owned by Titanium Enterprises, a joint venture of Union Camp and American Cyanamid, was optioned by AMC in February. The option was due to expire at the end of this month. The mine and plant have been on care-and-maintenance since 1978.

AMC is spending \$11.7m over four years to buy the mine, its equipment and separation plants and a further \$8.0m on modifications and working capital. Reserves "are of sufficiently high grade to allow profitable operation for at least 16 years," Gold Fields said.

Production would be at an average yearly rate of 25,000 tonnes of rutile, 25,000 tonnes of zircon and 50,000 tonnes of ilmenite.

These minerals are the feedstock for titanium pigments and metal. But the largest part of the titanium market—about 90 per cent—is the pigments demand of the paint, ceramics and paper industries. Gold Fields is thus establishing a presence within the biggest consumer market in the world.

Demand for beach sands moves with the international economic cycle. During 1978 and 1979 there was improvement in both demand and prices and this has been reflected in AMC's figures. In the half year to December there was an after-tax profit of \$760,000 compared with a loss of \$520,000 in the same 1978 period of \$600,000.

Despite the possibility of restricted pigments demand over the next few months, this improvement might make the price of another rights issue easier for AMC shareholders to swallow. They have received no dividends since the 1976-77 year and at this time last year were offered a one-for-two rights issue at \$1.20 a share to raise \$23.1m.

The first rights issue, notified shareholders of the new shares to 75 per cent of any dividend for 1979-80. This dividend has been forecast by AMC at 7.5 cents a share.

The latest rights issue is working on the same basis. The new shares will rank for 75 per cent of any dividend in the 1980-81 year and thereafter will be equal to all other issued shares.

CGFA is marking its confidence in the future of the industry by taking up its entitlement and underwriting the issue. Certainly AMC has not been afraid to increase potential capacity even while the demand was ebbing.

At a group level, the Florida acquisition fits into the Gold Fields strategy of expansion in the industrialised world, as opposed to developing countries. And in this connection it is likely to benefit from the higher demand for titanium metal, as the aviation and defence industries raise production.

Production would be at an average yearly rate of 25,000 tonnes of rutile, 25,000 tonnes of zircon and 50,000 tonnes of ilmenite.

These minerals are the feedstock for titanium pigments and metal. But the largest part of the titanium market—about 90 per cent—is the pigments demand of the paint, ceramics and paper industries. Gold Fields is thus establishing a presence within the biggest consumer market in the world.

of 1.1m tonnes a year is to be installed.

The Rio Tinto-Zinc group's South African copper-producing Palabora is paying a first quarterly dividend of 1.08p of 25 cents (13.0p). This compares with 20 cents for the first three months of 1979 and the subsequent quarterly payments of 23 cents, 32 cents and 60 cents, respectively, which brought the 1979 total to 125 cents against 70 cents for 1978.

Falcon boosts its profits

ZIMBABWE'S major gold producer, Falcon Mines, has tripled profits in the past half year to \$23.99m (£3.76m) thanks to a particularly buoyant March quarter. The latest earnings compare with \$23.33m for the previous full year to September 30.

As with the South African gold producers, Falcon is taking advantage of the high bullion prices to make a greater proportion of the lower grade ore. Thus gold production fell some 1,600 oz in the past half year to 24,964 oz.

Falcon predicts that with a new pay limit of \$500 per oz having been set for the remainder of the year its gold recovery will continue to decline with the working of lower grades. Costs are expected to increase "significantly" in the current half year, reflecting the pay increase and the lower paid black miners.

Falcon's 40 per cent-owned Olympus Consolidated made a profit of \$22.2m in the eight months to February 29 and paid a dividend of \$252,000 to Falcon. Strikes which occurred at the Dalby and Venetia mines just after the general election in February were short-lived and caused little loss of production.

Falcon recently lifted its interim dividend to 150 cents (100p).

ROUND-UP

Australia's base metal mining group EZ Industries intends to spend \$518m (\$78.5m) to bring to production its lead-zinc mine, peat at Cohar in New South Wales. Proven ore reserves amount to 27m tonnes and a treatment plant with a capacity

Hoffnung again spurns Philp

S. HOFFNUNG has again urged rejection of the £17.5m cash offer from Burns Philp in its last letter to shareholders before the 80p per share offer closes next Tuesday.

At the same time, the bidding Australian conglomerate announced that it had acquired a further 680,000 Hoffnung shares in the market at the offer price. With earlier purchases and acceptances this means that Philp can now count on around 25 per cent of the equity.

Although the defence makes no profit forecast for the current year to March 31, 1981, the outlook for the loss-making G and M Power subsidiary, the only material UK operation, is said to be "brighter" and its order book now stands at about £2m against £1.5m at the end of February.

Moves to shorten extremely long lines of management communications from London have been made that much easier by the advice that the group "would not incur any material

exit tax charge on the change of domicile" to Australia.

Moreover it has been decided that "immediately the offer lapses" the group chairman should be an Australian resident and Mr. John Studdy, a professional manager with a wide portfolio of Australian company directorships, will be appointed to head the board. Mr. L. H. L. Cohen will become deputy chairman, resident in London.

comment

Advice that a vital change of Hoffnung's domicile can be made without a punitive tax liability is clearly important but the success of urns Philp's top offer of 80p per share rests on the dominant institutional shareholders' view of the speed of the defenders' recovery. G & M is looking better than it had been but it clearly does not fit with an essentially Australian group and more upheavals are probably inevitable. Yet the wholesale hemorrhage has now been

stanchoned and retail hardware margins (upset by B&B inclusion of EWP's turnover) are set to improve. At the chances of third party intervention, which would allow Philp to come back with a higher bid, are diminishing quickly and it seems most unlikely that Hoffnung shareholders will see asset value of 125p per share. The Australians have so far been successful in attracting large lines of equity at the offer price but this source now looks to have been almost entirely tapped and the outcome could be very close indeed. Hoffnung shares were 74p before the bid so the downside should Burns Philp withdraw is not too deep, and it seems that several uncommitted institutions will be deciding to back Hoffnung. Rejection is a gamble on the heralded trading upturn but the risk should be worth taking particularly as the relative rate of exchange may move further in favour of Australian dollar earnings.

Moreover it has been decided that "immediately the offer lapses" the group chairman should be an Australian resident and Mr. John Studdy, a professional manager with a wide portfolio of Australian company directorships, will be appointed to head the board. Mr. L. H. L. Cohen will become deputy chairman, resident in London.

comment

Advice that a vital change of Hoffnung's domicile can be made without a punitive tax liability is clearly important but the success of urns Philp's top offer of 80p per share rests on the dominant institutional shareholders' view of the speed of the defenders' recovery. G & M is looking better than it had been but it clearly does not fit with an essentially Australian group and more upheavals are probably inevitable. Yet the wholesale hemorrhage has now been

And now for the good news.

This year the Chancellor announced some changes which could help the self-employed make better provision for their retirement. In addition to a bigger pension and larger tax-free cash sum, it means more tax saving NOW.

First, the Chancellor is abolishing the money limits on contributions. Secondly, he's raising to 17½% the percentage of qualifying earnings that can be contributed with full tax relief. Also, starting with 1974/5, unused relief can be carried forward for a maximum of six years. So it may not be too late to make a special contribution!

This makes 1980 the year to review your pension plans. But getting the maximum benefit from these changes means choosing the right company, and that means NPI.

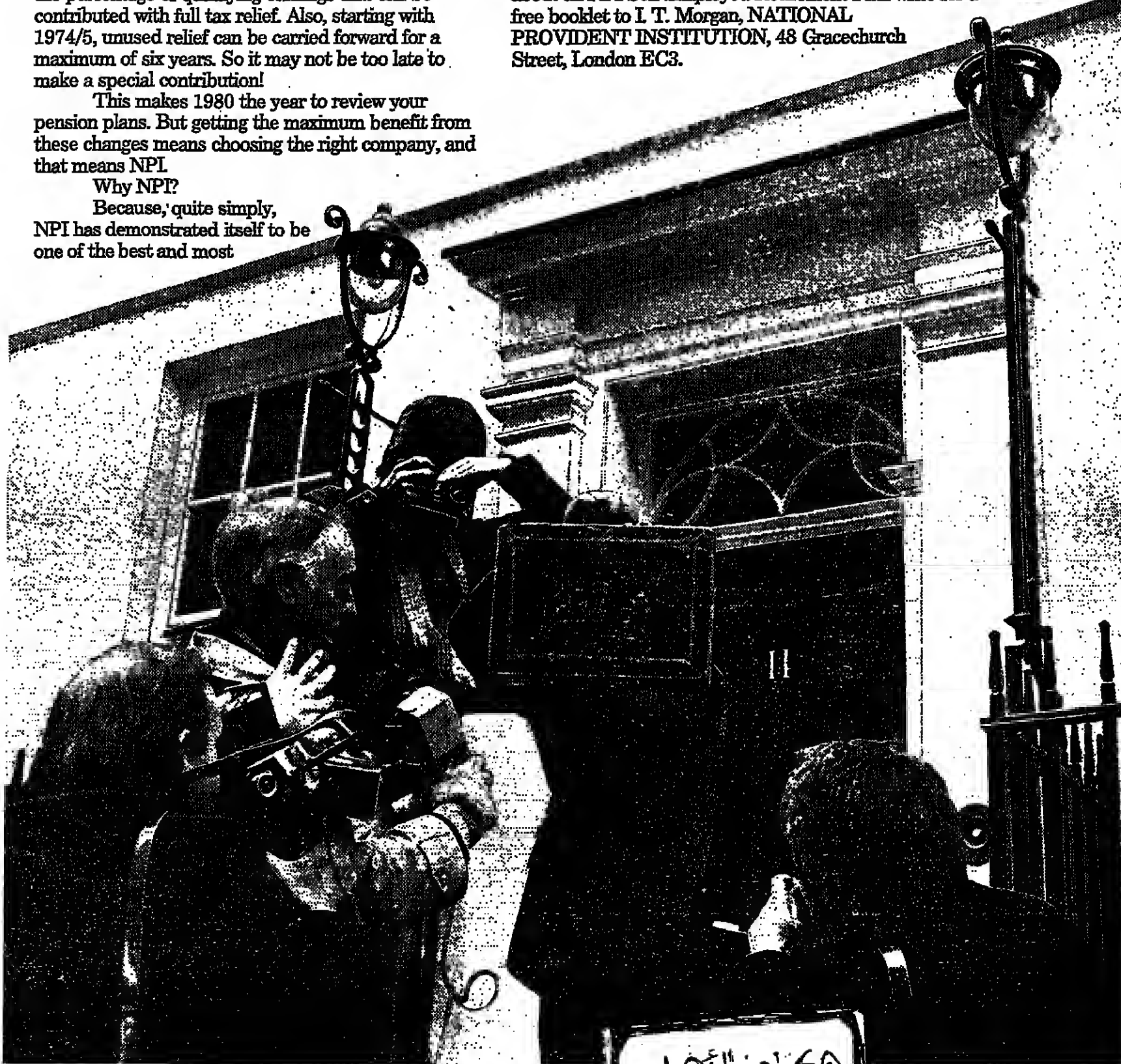
Why NPI?

Because, quite simply, NPI has demonstrated itself to be one of the best and most

consistent performers for the self-employed.

The independent financial publication, *Planned Savings*, has shown NPI's average performance over the past seven years to be within 5% of the best results achieved and 40% better than the average for all the companies surveyed.

If you are interested in finding out more about an NPI Self-Employed Retirement Plan write for a free booklet to I. T. Morgan, NATIONAL PROVIDENT INSTITUTION, 48 Gracechurch Street, London EC3.



General Mining Group

COAL MINING COMPANIES' REPORTS FOR THE QUARTER ENDED 31 MARCH 1980

(Both companies are incorporated in the Republic of South Africa)

(All figures are subject to audit)

Shareholders are reminded that quarterly results are not necessarily indicative of the results which may be expected over a full year.

TRANS-NATAL COAL CORPORATION LIMITED

	Quarter ended 31.3.80	Quarter ended 31.12.79	Comparative quarter previous year 31.3.79	9 months to 31.3.80
Tons sold ('000)	6,520	6,292	6,070	19,323
GROUP INCOME	R(000)	R(000)	R(000)	R(000)
Net income from mining and allied activities	13,575	12,539	11,320	39,590
Deduct: Interest of joint ventures	1,984	1,934	739	6,126
	11,591	10,605	10,581	33,464
Add: Financing and sundries	283	131	481	703
	11,874	10,736	11,062	34,167
Deduct: Taxation	3,041	2,452	2,654	8,411
Outside shareholders interest	1,370	1,257	1,257	3,964
NET GROUP INCOME	7,463	7,027	6,149	21,792
CAPITAL EXPENDITURE	3,041	2,995	4,765	12,870

Note: Certain figures have been regrouped for clarity and comparison purposes.

On behalf of the Board
G. CLARK
S. P. ELLIS } Directors

THE CLYDESDALE (TRANSVAAL) COLLIERIES LIMITED

	Quarter ended 31.3.80	Quarter ended 31.12.79	Comparative quarter previous year 31.3.79	9 months to 31.3.80
Tons sold ('000)	1,493	1,505	1,073	4,399
INCOME	R(000)	R(000)	R(000)	R(000)
Net income from mining and allied activities	2,099	1,770	1,889	5,649
Add: Other income	246	292	222	835
	2,345	2,062	2,111	6,529
Deduct: Taxation	912	583	621	2,160
NET INCOME AFTER TAXATION	1,533	1,479	1,490	4,369
CAPITAL EXPENDITURE AND LOANS	412	674	1,430	(306)

On behalf of the Board
D. GORDON
G. CLARK } Directors

Secretaries:
General Mining and Finance Corporation Limited
6 Hafford Street, Johannesburg 2001
24th April, 1980

London Office:
Princes House
95 Gresham Street
London EC2V 7EN

CARLTON ELITE HOTEL
Bahnhofstr. 41, CH-8025 Zurich
Telephone 01041/211 65 60, Telex 812781

Required:

SITUATION
IN THE CITY
DIRECT CONNECTION
TO AIRPORT
AND STATION
INDIVIDUAL ROOMS
ROOM SERVICE
TRADITION

ZURICH, CHAMBER
AND UP-TO-DATE

Queens Moat Houses Limited
Hoteliers

A YEAR OF EXCELLENT PROGRESS

Chairman John Baxendale reports results for the year to 31st December 1979:

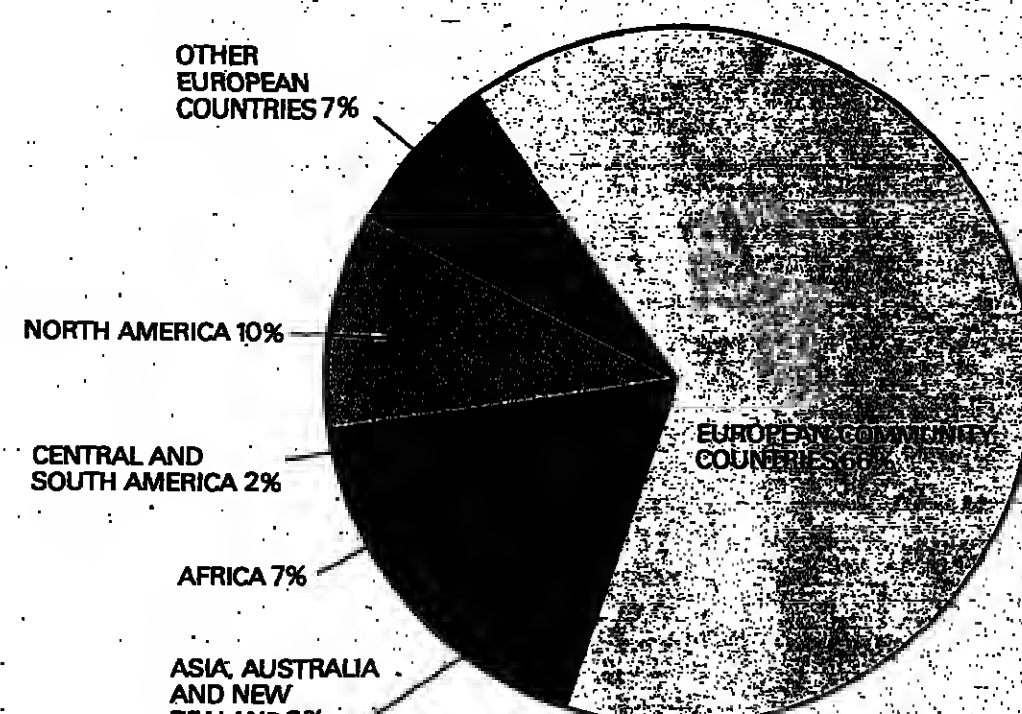
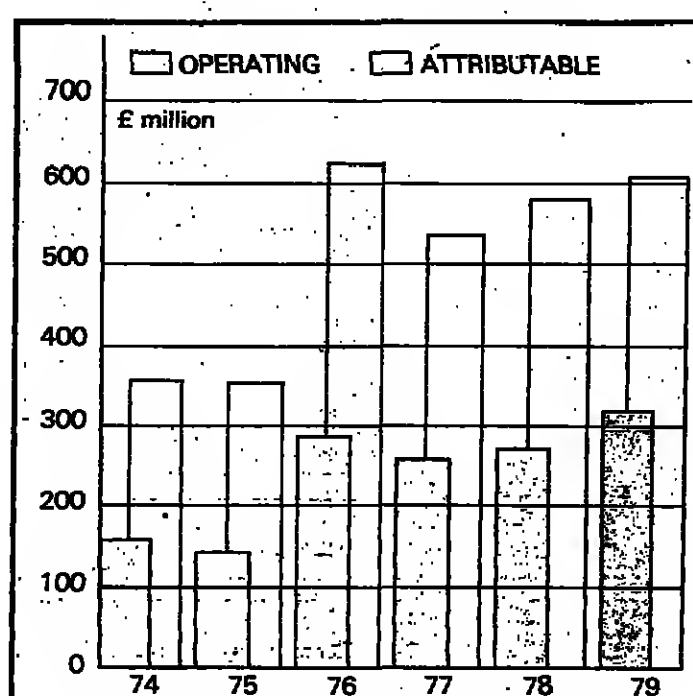
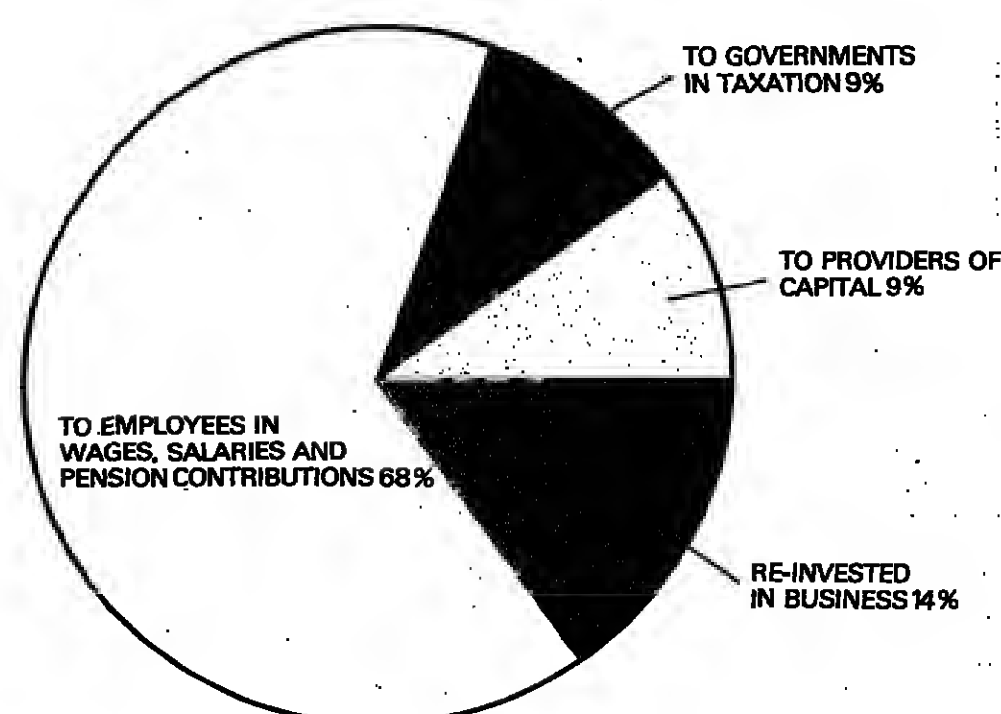
- * Pre-tax profits up 53% to a record \$682,000.
- * Turnover 21% ahead at £21.8 million.
- * Dividends for the year raised to 15% (10-314%)
- * Further major hotels acquired by the Group.

Despite record interest rates current trading indicates a further significant improvement in 1980.

Copies of the 1979 Report and Accounts may be obtained from the Company Secretary, Queens Moat Houses Limited, Queens Moat House, St. Edmund's Way, Romford, Essex RM1 4UD.

Financial strength; product diversity; geographical spread.

The facts behind Unilever's 1979 performance.



The year in brief

For the year as a whole, total sales value rose by 4 per cent to £10,249 million. The volume rise was some 3.5 per cent.

In Europe total operating profit remained at about last year's level as better results in some product groups, notably frozen products, sundry foods and drinks, detergents, chemicals and transport, were offset by lower profits of the edible fats business and by lower export earnings from the United Kingdom.

In the United States profits were much higher than in 1978, mainly because National Starch and Chemical Corporation has now been included for the full year. Thomas J. Lipton Inc. had a good year but Lever Brothers Company is still operating at a loss.

The other overseas countries on the whole performed satisfactorily, but results were affected by adverse exchange rate movements. UAC International, however, had a disappointing year with results below those of 1978 due to difficult trading conditions.

Combined earnings per share increased by 15 per cent over 1978. The final dividend recommendation represents an increase in the total dividend of 6 per cent over 1978. After making allowance for the introduction of Advance Corporation

Tax the dividend for 1979 is three times the dividend for 1971, the last full year before dividend control.

Prospects

The prospects for 1980 are even more difficult to foresee than usual. There is likely to be little if any growth of the world economy and the cost of energy is likely to rise further.

Government expenditure as a percentage of Gross National Product continues to rise in many countries. Inflation is likely to increase at a high rate, despite efforts to contain it. It is not a climate conducive to an improvement of business profitability, which is a vital factor for future growth, investment and employment, especially in Europe.

We continue to take steps by capital expenditure and otherwise to keep our organisation at a high level of productivity and efficient, economical operation, so as to withstand the pressures which seem likely to come upon us and to be able to seize every opportunity that our wide range of activities can offer.

Employees

More than 300,000 people who work for Unilever throughout the world have put their efforts into the results on which we now report. Their contribution is not only to the financial results, but to a spirit of friendship and effective co-operation between many nations and cultures.

We thank them for continuing in 1979 to maintain the high standards of which Unilever is so proud.



Copies of the 1979 Report and Accounts have been posted to shareholders and holders of debentures and unsecured loan stock of Unilever Limited.

50 Years of Anglo-Dutch Enterprise

Unilever

Unilever comprises Unilever Limited, Unilever N.V. and their respective subsidiaries which operate in seventy-five countries. The Report and Accounts of Limited as usual combine the results and operations of Limited and N.V. with figures expressed in Sterling.

If you would like to receive a copy of the Report and Accounts please fill in the coupon.

To: The Company Secretary, Unilever Limited, P.O. Box 68, Unilever House, London EC4P 4BQ.

Please send me a copy of your 1979 Report and Accounts.

Name _____

Address _____

هكتر من العمل

Japan's involvement with the Spanish motor industry has taken several new twists following suggestions of a link between Seat and a Japanese car maker. Here Robert Graham looks at the prospects for a major Spanish van manufacturer

Low Japanese profile at Motor Iberica

THREE MONTHS after Nissan's acquisition of a 35 per cent stake in Motor Iberica, the Spanish agricultural machinery and light van manufacturer, there is still a deceptive lack of change. The only noticeable difference is that five Nissan nominees, all Japanese, fill the board seats formerly occupied by Massey Ferguson from whom the stake was bought.

Within the motor industry this lack of change is viewed with a mixture of apprehension and curiosity. All agree that Nissan's presence in Spain, its largest direct stake in Europe, will soon have a major impact not just on the Spanish automotive industry but on the European industry as a whole.

At this stage, one idea was

to create a holding company involving Motor Iberica, Nissan and the troubled state-controlled heavy-vehicle manufacturer, Enasa. This deal failed partly because Enasa felt Nissan lacked sufficient technology in the heavy vehicle sector, and more importantly because Motor Iberica insisted on the state holding company, INI, restricting its stake in the proposed company to 12 per cent. Worried that offloading its stake might drag on, Massey Ferguson quickly then concluded on January 14 a private deal with Nissan.

Under the agreement, Nissan agreed to pay \$40m cash for MF's 35.8 per cent stake. MF for its part agreed to continue allowing use of its licence, in return for payment of between 0.5 and 1 per cent on sales of products made under licence (essentially tractors and Perkins engine). Because the agreement was a private one, the Spanish Government was technically unable to exert any influence.

"We constantly kept the Government informed," claims Sr. Juan Echevarria, Motor Iberica's company secretary.

But the Government was

put together. Even now the Government has refrained from making a formal comment on the deal, and the impression remains that Ministers have yet to understand its full impact.

Motor Iberica needed the deal. "We had grown too big for Spain," says Sr. Echevarria. Considerable investment had been made in the past four years in increased capacity and in overseas markets both for agricultural equipment, and vans. But the financial cost of this investment, coupled with high domestic inflation and hefty rises in labour costs, put pressure on cash flow. Last year this pressure was increased by the appreciation of the peseta, damaging competitiveness in export markets which had come to represent over 15 per cent of the \$625m sales.

Moreover with the recession continuing to bite, domestic sales of agricultural equipment and industrial vehicles were also badly hit. The downward trend, especially for tractors, is more pronounced still this year.

The main immediate advantage to Motor Iberica of the Nissan presence is an agreement to let it use Nissan's international distribution net-

work. Longer term it guarantees the future of the company which could no longer survive on its existing Spanish base.

Motor Iberica's executives have little doubt about Nissan's intentions. "This is a way for them into Europe," says Sr. Echevarria. Until now Spain has discriminated almost totally against Japanese cars and industrial vehicles. But this discrimination does not apply to Japanese products produced under licence in Spain.

Nissan immediately plans to use Motor Iberica to manufacture two types of vehicles—an all-purpose jeep-type, the "Patrol", and a light van, the "Vanette", according to Sr. Echevarria. Initial "Patrol" production is scheduled at 15,000 units and for the "Vanette" 25,000. Costing has not been finalised but new plants will need to be built.

Existing facilities, mainly in Avila, Barcelona, Madrid and Santander produce some 34,000 industrial vehicles primarily under the Avia and Ebro mark.

The "Patrol" and the "Vanette" will be aimed at both domestic and international markets. Nissan is anxious to start production on these two models as soon as possible.

Motor Iberica will not say to what extent their production will substitute existing models of its own. Nor is it fully clear of the extent to which Nissan is going to remain with current stake.

Longer term, Nissan wants to produce saloon cars via Motor Iberica. On this assumption, and on the basis that substantial investment is needed to launch the two Japanese models already planned, Nissan is expected to increase its stake. Already it is the largest single shareholder. The other principal shareholders are the Koverata Foundation (a family trust), which has 7 per cent; Banesto, 4 per cent; Bankia and Banco Urquijo, 3.5 per cent each.

Motor Iberica has denied recent reports that tripartite negotiations have been held with Alfa Romeo and Nissan. However, Motor Iberica executives are following with interest Nissan's intended link-up with Alfa Romeo. For if this does go ahead, a connection with Motor Iberica would dovetail nicely.

Motor Iberica in 1968 bought a van-making facility from Alfa Romeo at Avila and for a while used an Alfa licence for manufacture. Since then contacts between the two companies have been retained, especially at a technical level.

Seat requests short-time working

By Robert Graham in Madrid

THE SPANISH Ministry of Labour has accepted Seat's request to put the bulk of its 32,000 workforce on short time following expectations of a heavier-than-anticipated loss for 1979. The request was made a month ago to cut 30 working days between May and the year-end in order to reduce unsold stocks.

Under the terms of the agreement between Fiat and the state holding company, INI, for the takeover of Seat, the Turin-based group has the right to apply for lay-offs if stocks exceed 45,000 unsold units. Since the original application for short-time working, the number of unsold units has risen to 62,000—the consequence of a 24 per cent drop in first-quarter sales.

One of the principal justifications for the granting of the application affecting 25,000 workers is the current losses of Seat. The Ministry of Labour was told that Seat expects a loss of Pta 14,900 (\$122m). This figure is significantly higher than originally forecast.

These losses, which under the terms of the INI-Fiat agreement signed last year must be funded by Fiat, are one of the chief reasons why Fiat is baying second thoughts over its commitment to Seat.

French bank group growth

By Nicholas Colchester

THE GROUP of 38 Banques Populaires and their central bank, the Caisse Centrale des Banques Populaires, which together comprise the eighth largest banking institution in France, grew 21 per cent last year to achieve a joint balance sheet total of FF 87bn (\$20bn).

Total assets of the Caisse Centrale grew 31 per cent to FF 22.6bn. Its net profit, part of which is distributed as a fixed dividend to the Banques Populaires, rose from FF 20.8m in 1978 to FF 25.2m. The Caisse acts as the financial flagship for the group investing surplus liquidity in the money market and providing the BPs with a variety of services.

Credits to customers extended by the whole system grew 21 per cent to FF 35bn. The Caisse Centrale reports that demand for credit by small companies grew faster last year than the demand from large corporations with whom the Caisse Centrale is trying to develop relationships.

Partly because of the French Government's credit restraint the bulk of Caisse Centrale's balance sheet growth was due to a substantial increase in its investment in money market instruments. The Caisse's bill holdings jumped last year from FF 5.9bn to FF 10.6bn, almost half of its balance sheet total, at year end.

Dutch insurance group strongly ahead

By Charles Batchelor in Amsterdam

ENNIA, the Dutch insurance group, reports a strong rise in net profits and gross receipts for 1979. Despite the substantial expansion of capital, profits per share rose and the dividend is going up.

An improvement in the company's general insurance activities contributed towards the 26 per cent rise in net profit to FF 69.7m (\$34m). High rates of interest boosted the return on investments while Ennia was able to limit the increase in costs. Gross receipts, from premium and investment income, rose 12 per cent to FF 2.2bn (\$1.1bn).

Ennia proposes a total dividend of FF 8.25 a share compared

BSN in link with Ajinomoto

By Terry Dodsworth in Paris

BSN-GERVAIS Danone, the fast-expanding French food company, has established a foothold in the Japanese market through a co-operation deal with Ajinomoto, one of the largest Japanese groups in this sector.

The two companies are to establish a jointly-owned subsidiary, Ajinomoto-Danone, which will produce and sell food from the BSN range of dairy products and desserts.

The marriage is designed to bring together BSN's know-how with the Japanese company's knowledge of the local market and distribution systems. Ajinomoto has a turnover of about \$1.8bn, and is a specialist in food additives, but no figure has been given for the investment in the new company, which will have a capital of about FF 17m (\$4m).

The company will start from a modest base in a factory em-

ploying 100 people. But both BSN and its Japanese partner believe that there is a big potential for fresh milk-based products in Japan, where dietary products like yogurt and cheese are already beginning to enjoy some success.

The BSN deal follows a similar move into Japan by Printemps, the big French stores group which has set up a jointly-owned subsidiary to operate under its trade mark and benefit from its trading methods.

For BSN, the transaction underlines its determined expansion in both the food sector and overseas markets following the disposal of a large part of its glass interests to the Pilkington group of the UK.

The glass deal, finalised earlier this year, has been followed by acquisitions in the

French ice-cream industry, the purchase of a 15 per cent minority stake in two Nigerian breweries and the takeover of the French food manufacturing interests of Sir James Goldsmith's Generale Océanale.

The latter deal was financed by giving 60 minority stakes in two BSN subsidiaries, leaving the food group with the FF 1bn realised from its glass sales for further expansion projects.

BSN, which has a turnover of FF 4bn, is emerging as one of the front runners under the ambitious Government-backed plans to expand the French food processing industry. Its acquisitions over the past 18 months have brought in interests with an overall turnover of about FF 2.5bn, nearly the amount which was abandoned in its glass companies.

Cartel Office fines steelmakers

By Leslie Collett in Berlin

THE WEST GERMAN Cartel Office has ordered Thyssen and Krupp companies and nine of their directors and department heads to pay DM 320,000 (\$172,000) in fines for alleged illegal co-ordination in their production of bright steel.

The two companies have denied the charge, and have appealed the ruling to the West Berlin Appeal Court.

The fine is the maximum which the Cartel Office, an agency of the Bonn Economics Ministry, can levy. However, under the newly-amended cartel law which takes effect at the end of next month, a company may be fined up to DM 1m instead of the current limit of DM 100,000.

The Cartel Office says that in 1965, Fried. Krupp Huettenwerke, Thyssen, Thyssen Stahl AG and Thyssen Handelsonderningen and Thyssen Stahl AG co-ordinating their long-term investments in bright steel and its production. The co-ordination, it says, consisted

WORLD STEELMAKERS RANKED BY OUTPUT		
Ingot tonnes (million)		
	1979	1978
Nippon Steel	33.5	31.2
U.S. Steel	27	28.4
Bohrium	17.4	17.1
British Steel	17.5	17.1
Nippon Kokan	16.1	15.4
Thyssen	13.5	11.8
Kawasaki	12.9	12
Sumitomo	12.9	12
Finsider	12.4	13

Source: International Iron and Steel Institute

mainly in each company agreeing not to invest or increase output in the main areas of production of the other. Accordingly, the Cartel Office maintains, the companies produced bright steel in the following years in such a way that competition was largely avoided.

In 1974, this business practice was altered, according to the Cartel Office, in tune with changed business conditions and

after several years of renewed negotiations. But it is said to have determined the "market behaviour" of the companies concerned until 1976/1977.

The Cartel Office explained that the steel industry is "quite prone" to co-ordinating its business practices, and that the companies have been fined on several occasions in the past. A final decision in the case by the Berlin Appeal Court is not expected for another year.

BERLINER BANK is continuing its strategy of expanding into major West German cities by opening a branch in Düsseldorf and preparing for a presence in Munich later this year.

The bank, which last year increased its balance sheet total by 20.9 per cent to DM 7.8bn (\$4.9bn) saw net earnings drop to DM 18.4m (\$9.9m) from DM 27.2m in 1978 because of lower margins. The dividend of 18 per cent is to be maintained.

Upturn at Svenska Varv

By William Dullforce

PROVINCIAL 1979 figures from Svenska Varv, the Swedish state shipbuilding group, show a remarkable improvement of over SKr 3bn in earnings after extraordinary items. The group reports a profit of SKr 7m (\$1.63m) compared with a loss of SKr 2.15bn in 1978. Turnover rose from SKr 3.87bn to SKr 5bn (\$1.16bn).

The result, however, excludes the Kockum shipyard, which was incorporated into the group last year and whose losses would change the SKr 7m profit into a SKr 867m loss.

In addition it includes transfers totalling SKr 802m from operating reserves and from reserves against customer claims and a further SKr 100m taken from the reserves allocated to

cover the costs of closing down the Erksberg yard. If these are omitted, the accounts reveal a pre-tax loss of SKr 760m, excluding the Kockum yard, or SKr 1.23bn with Kockum.

The account has also been strengthened by a sharp decline in currency losses. The group's heavy commitment to loans in Swiss francs has been reduced by SKr 200m (\$115m), for example.

The shipbuilding operation itself continued to lose heavily, although less than in 1978. The group operating loss after depreciation was SKr 454m excluding Kockum compared with a loss of SKr 494m in 1978. Svenska Varv last year won orders worth SKr 2bn for offshore constructions "at prices corresponding to building costs."

Confidence at RSV

By Our Amsterdam Correspondent

RSV THE Dutch shipbuilding group, views the future with confidence now that it has hived off its large shipbuilding and offshore construction activities, and following the injection of another FF 225m of Government aid.

RSV reduced its after-tax loss to FF 21.9m (\$10.7m) last year from FF 59.7m on sales which were 10 per cent lower at FF 2.2bn (\$1.1bn). The results exclude the hived-off interests.

Plans to form a new shipbuilding concern, to be called Rotterdam Offshore and Scheepbouw Combinatie (ROS), from the hived-off RSV yards have now been dropped by the Government on the grounds that the new venture would prove too costly. RSV has continued to manage companies involved though the Government has agreed to meet any losses.

Forfeiting

An effective financing instrument for exporters.

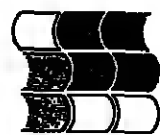
For specialised information and advice, please contact:

Dr. M. Hübner
Tel (0821) 458341
Dr. R. Hübner
Tel (0622) 458467

BADISCHE KUNDELEIENDESBANK
GROZENTRALE
Augusta-Strasse 33-35 6800 Mannheim 1
(West Germany)

هذا من التمويل

This announcement appears as a matter of record only.



BANCO DI SANTO SPIRITO (LUXEMBOURG)

U.S. \$30,000,000

Floating Rate Multicurrency Loan

guaranteed by

BANCO DI SANTO SPIRITO

managed and provided by

Crédit Lyonnais

Girozentrale und Bank der österreichischen Sparkassen

Hambros Bank Limited

Marine Midland Bank N.A.

Midland and International Banks Limited

Agent Bank

Hambros Bank Limited

April, 1980

TRANS UNION CORPORATION

The following is an extract from the letter from the Chairman, Mr. J. W. VAN GORKOM, and the President, Mr. BRUCE S. CHELBERG, which was circulated to Shareholders in the Annual Report for 1979:

The year 1979 was a very satisfying one for Trans Union. Consolidated income from continuing operations rose to \$5.01 per share, an increase of 11 per cent over the record \$4.52 earned in 1978 and a continuation of the growth trend established by the company over the last 15 years. Return on average equity of continuing operations exceeded 20%, maintaining the Company's high level of performance in this category.

During the year, the quarterly dividend was increased by more than 11 per cent, from 53c to 59c per share. This made 1979 the 16th consecutive year in which the dividend has been raised and the 66th consecutive year in which a dividend has been paid. The growth rate in dividends has kept the shareholders ahead of inflation during the troubled years of the 1970's. By its long record of both dividends and profits, Trans Union continues its place among a select group of only 33 publicly held industrial companies in the entire country, each of which has paid dividends consecutively for more than 65 years and has never reported a loss.

The earnings growth achieved in 1979 was particularly gratifying because it was accompanied by three significant actions that brought additional productivity to the future. Last May, the non-core assets of the Company's ocean shipping division were separately incorporated into a new company called International Shipholding Corporation, and the shares of that company were distributed to our shareholders. This removed the substantial volatility of the shipping business from the earnings of Trans Union while an interest in the technologically innovative LASH operation was retained for those shareholders who desired it.

Second, the real estate development division of the Company signed contracts in 1979 for the orderly and profitable liquidation of almost all of the land held for resale. Under these agreements, additional profits should be realized over the next two years.

Third, the Company has implemented a decision to discontinue the construction of large cooling towers in its water and waste treatment plants. While this business showed great promise when we entered it in 1968, it has produced losses in recent years and the potential profits of the business are simply not commensurate with the risks involved.

Trans Union's primary business is leasing. It is the major source of our growth and stability, and it enjoyed exceptional growth in 1979. Including non-consolidated subsidiaries, a total of \$321.7 million was invested in leased assets, a new record, and pre-tax income from these leasing operations reached \$79.5 million. Cash flow reached \$171.0 million, an increase from \$156.5 million in 1978. Our heavy investments in 1979 will provide continued growth in cash flow and earnings in the future, and existing backlogs assure further substantial investment in both 1980 and 1981.

The Company's largest capital expenditures were in the Company's traditional rail car leasing sector. A total of 4,281 new cars were added to the lease fleet, while at year's end there was a backlog of 3,739 cars for lease. Our car production facilities in both the U.S. and Canada now have firm bookings well into 1981. With utilization of the existing fleet running at a practical maximum of 98.5 percent, we obtained satisfactory rental increases for lease renewals occurring in 1979. As the Federal Railroad Administration inspection programme neared its end, repair costs for the fleet grew at a rate that roughly approximated inflation rather than at the 20 percent rate of recent years.

Our rail car repair activities were broadened in 1979 by the acquisition of a repair company in West Virginia and by the opening of a new repair shop in Iowa. In the United Kingdom, we acquired all the stock of Wagon Repairs Limited, the largest company in the rail repair business in that country. These expansions will make the rail related group an even more significant profit producer.

After extensive analysis, we increased the assumed scrap values for tank cars to more realistic figures, thereby reducing our depreciation expense by about \$3.0 million for 1979 and somewhat more in each future year.

The combination of near record additions to the fleet, improved prices on lease renewals, more normal repair costs, the significant expansion of related sales and services activities and the reduction of depreciation expense on older cars, produced an increase in earnings from the rail car line of business of \$17.4 million or 38 percent in 1979. For 1980 and beyond, we expect continued improvement in earnings in this activity, but at more normal rates of growth.

Our non-rail leasing, rental, and service activities also combined to produce an increase in pre-tax income. However, the largest factor in this increase was the \$4.4 million profit from selling two vessels in the vessel charter fleet. The balance of these operations experienced significant growth in assets, due to very vigorous and successful marketing for leasing, and recent high interest rates temporarily retarded growth in net income. Comparisons with 1978 were also affected by the

realisation in that year of a \$2.0 million non-recurring profit from the sale of rented cranes. In 1980 we do not expect to sell any of the charter fleet vessels. This shortfall should partially be offset by improved operating profits of the group which should grow during the year, even without decline in interest rates.

Moving from the leasing activities to the four operating lines of business, we find mixed results with a net reduction in overall profits. Distribution activities and information services each showed earnings improvement, but real estate and water and waste treatment showed declines from 1978.

The entire increase in distribution activities was from the faster and forged products group. Significant revenue increases were obtained in overseas marketing, but the pre-tax income did not rise due to foreign currency adjustments and the high interest cost of carrying inventories. In 1980, growth is expected to resume in the overseas marketing group while in fasteners the effects of a possible recession may postpone any significant growth.

Profits of information services, comprised of our credit bureau operations, medical computer services, and freight bill auditing, continued its eight year growth record. The rate of profit increase was somewhat retarded due to slower growth in consumer credit buying and the expense of installing a new system for medical computer services. This group was expanded by the acquisition of World Computer Corporation, a company that provides specialised data processing systems for credit unions.

Real estate earnings before taxes were \$8.9 million, down from \$12.4 million in 1978. The latter figure was unusually high because of \$5.8 million in profits from the sale in 1978 of our entire Denver condominium project. On the other hand, income in 1979 was buoyed by a \$2.0 million profit from the sale of a piece of property in Oklahoma. The orderly liquidation of the Company's real estate portfolio was virtually assured when final zoning was obtained and contracts signed for the sale of the land project in Walnut, California. Profits from these contracts will also be realised in 1980 and 1981. The only remaining condominium project is in Geneva, Illinois.

Water and waste treatment profits were reduced to a nominal amount in 1979 because of a very substantial loss in the cooling tower division that resulted from the creation of additional reserves. During 1979, the Company completed a two-year analysis of the cooling tower business, which convinced us that we should not accept any future contracts for new towers and that, when the current backlog is completed, we should withdraw from the business. That policy became effective last August, and at the end of 1979 the new tower backlog represented \$28.0 million of further costs to complete. At the end of 1980, this figure should be down to \$6.3 million. Management believes that the substantial reserves, which have been built up in recent years in response to specific problems, should be adequate to carry the Company through the phase-out period. While we will not bid on new towers, we expect to continue to repair and maintain existing business which has always been quite successful, and which is expected to grow and expand.

Excluding the cooling tower division, the balance of the water and waste treatment group reported slightly lower profits from 1978. Industrial and electric utility markets were weaker than usual in this part of the business cycle, doubtless the result of a very confused governmental energy policy. Countering the trend was our instrumentation division which showed strong improved results. It also broadened its range of products with the acquisition of Solidstate Controls, Inc., a company that provides equipment that assures uninterrupted power supplies.

The expected recession in 1980 may dampen prospects for growth within some of the operating units of the water and waste treatment group. But the improvement in cooling tower results, alone, should be sufficient to provide a contribution from this group during 1980 that approximates those of recent years.

Inflation in 1979 reached unprecedented rates. This caused interest rates to rise substantially, but it also caused a rise in the lease rates on new rail cars and, even more importantly, on cars already in our fleet. Once again, the possession of long-lived, leaseable assets has demonstrated its ability to protect our shareholders against the ravages of inflation.

Although most authorities are forecasting a recession in 1980, we enter the year with considerable confidence. Our primary leasing activities have shown exceptional strength in 1979 and are expected to perform well in 1980, particularly rail car leasing because car leases are usually long enough to span any ordinary downturn in the economy. With the volatile part of our shipping business successfully spun off, our realty operations liquidating profitably, and with a decision to start new cooling tower construction, we fully expect to attain another record level in earnings per share in 1980.

FINANCIAL DATA

	1979	1978	1977	1976	1975
Operating Results					
Revenues from Sales and Services	\$922,552	\$772,706	(Dollars in thousands) \$790,264	\$630,271	\$525,587
Operating Income	185,201	130,093	121,038	101,669	92,715
Other Income	34,480	29,478	20,528	22,904	20,363
Interest Expense	(88,167)	(64,367)	(58,058)	(59,410)	(57,283)
Income Taxes — current	(16,310)	(24,960)	(14,460)	(10,020)	(9,920)
Income Taxes — deferred and investment tax credit	(22,350)	(16,430)	(21,030)	(17,910)	(16,180)
Income from Continuing Operations	60,864	53,794	48,018	37,233	35,770
Income (Loss) from Discontinued Operations, net of applicable income taxes	(2,416)	(3,250)	3,427	7,424	(17,873)
Net Income	58,248	50,544	51,445	44,657	17,897
Depreciation	61,602	54,194	49,091	43,952	39,487
Rail Car, Vessel and other Fixed Asset Disposals (at book value)	18,592	35,793	9,549	7,920	10,348
Total Cash Flow from Continuing Operations	182,408	159,191	126,638	106,027	100,428
Payment of Cash Dividends	27,192	24,002	20,719	18,370	16,363
Per Share Data					
Net Income (from Continuing Operations)	\$5.01	\$4.52	\$4.00	\$3.21	\$3.20
Cash Dividend	\$2.24	\$2.02	\$1.84	\$1.68	\$1.58
Balance Sheet (at year end)					
Assets other than Fixed Assets	621,505	525,672			
Rail Car Lease Fleet, less depreciation	885,491	728,352			
Vessel Charter Fleet, less depreciation	107,214	118,245			
Other Fixed Assets, less depreciation	188,640	150,414			
Total Assets	1,790,790	1,522,683			
Liabilities (other than borrowed debt)	205,259	170,589			
Borrowed Debt	992,800	788,825			
Deferred Taxes and Credits	269,980	240,311			
Stockholders' Equity	322,751	322,958			
Total Liabilities, Deferred Items and Stockholders' Equity	1,790,790	1,522,683			

This announcement appears as a matter of record only

March 1980



Empresa de Energía Eléctrica de Bogotá

U.S. \$55,029,207

Medium Term Italian Export Credit Loan

relating to a Contract awarded to

Acciaieria e Tubificio di Brescia S.p.A.

Guaranteed by

Republic of Colombia

Supported by

Istituto Centrale per il Credito a Medio Termine

—Mediocredito Centrale

and with an Insurance Guarantee from

Sezione Speciale per l'Assicurazione del Credito all'Esportazione

—SACE

Arranged by

Morgan Grenfell & Co. Limited

Managed by

Morgan Grenfell & Co. Limited

Lavoro Bank Overseas N.V.

BNL Group

Providers of funds include

Amsterdam-Rotterdam Bank N.V.
Banque Belge Limited
Crédit Industriel et Commercial
DG BANK INTERNATIONAL
Société Anonyme
European Brazilian Bank Limited
— EUROBRAZ

Lavoro Bank Overseas N.V.
Morgan Grenfell & Co. Limited
SFE Banking Corporation Limited
— SFE Group
Toronto Dominion International Bank Limited
Wells Fargo Bank, N.A.

Agent

Morgan Grenfell & Co. Limited

Italian Paying Agent

Banca Nazionale del Lavoro

Companies
and Markets

INTL. COMPANIES & FINANCE

Lower net profits for Seiyu Stores

By Yoko Shibata in Tokyo

SEIYU STORES, Japan's third largest supermarket chain store operator, lifted operating profits by only 1.5 per cent in the year to February 1980 to ¥6.52bn (\$27.3m). Net profits fell by 2.1 per cent to ¥3.35bn on sales of ¥526.5bn (\$2.1bn), up 8.3 per cent over the previous year. Earnings per share were ¥28.29, compared with ¥28.0, last year.

Seiyu's sales at established stores levelled off because of intensified competition in Tokyo's metropolitan area, the company's main sales territory. In addition, the opening of new stores did not progress as planned with only seven new outlets during the year, compared with the 10 or 11 opened by other supermarket operators.

Higher interest costs, associated with official discount rate rises, did not fully take effect in 1979-80, with a rise of only ¥700m in interest payments. However, the company expects such payments to increase by ¥2.3bn in the current fiscal year. Increases in utility prices would on their own raise costs by ¥3.1bn but by energy saving the company aims to hold the increase to ¥1bn.

In the current fiscal year, the company plans to open five new sales outlets at a cost of ¥24bn. Of this ¥1.5bn is expected to be raised from internal reserves and the rest from capital markets.

Operating profits are forecast for 1980-81 at ¥7bn, up 3 per cent; net profits at ¥3.5bn, up 5 per cent; and sales at ¥566bn, up 8 per cent.

Operating profits are forecast for 1980-81 at ¥7bn, up 3 per cent; net profits at ¥3.5bn, up 5 per cent; and sales at ¥566bn, up 8 per cent.

Increase at National Bank of Abu Dhabi

By Kathleen Bishtawi in Dubai

THE UAE's largest bank, the National Bank of Abu Dhabi, has reported a net profit for 1979 equivalent to US\$12.7m, compared with the previous year's \$12m and a 1977 figure of over \$24m.

Total assets went up from \$4.7bn to \$5.9bn. Deposits were \$4.5bn. Advances in 1979 were \$1.2bn, and cash and funds with banks at short notice were \$1.6bn.

Plans for 1980 include the establishment of a wholesale banking operation in Washington DC, which would act as a spearhead for future operations to the U.S.

Nedbank earnings well ahead at six months

BY JIM JONES IN JOHANNESBURG

NEDBANK, South Africa's third largest banking group in terms of assets, has reported a 34.7 per cent advance in attributable profits for the first half, to March 31 to R27.35m (\$33.9m). This compares with R20.81m for the corresponding six months of last year and R47.39m for the whole of 1978-79.

The group does not disclose earnings fully, but the normal pattern is for second-half earnings to be better than the first. The directors say that lending rose by only 1.1 per cent to R1.38bn in the six months, while major growth was recorded in acceptances, which rose by 48.7 per cent from R508.6m to R756.1m. Demand for borrowings to fund consumer spending have only recently started to pick up, and loan advances for fixed investment will lag behind consumer demand.

The management thus sees

considerable scope for increasing advances over the next year or two, within the confines of existing bank lending ceilings.

An interim dividend of 11 cents is to be paid, covered by earnings per share of 31.9 cents. In 1979 an interim dividend of 8.5 cents was paid from first-half earnings of 23.4 cents, and for the year as a whole dividends of 27 cents were paid from earnings of 54.2 cents. In Johannesburg Nedbank shares are currently trading at 579 cents.

THE R16.1m (equivalent to \$20m) offer of shares to the public by Cape Wine and Distillers has been heavily oversubscribed. Of the 34m shares on offer at 115 cents each only 7m are available to the general public. The remainder have been reserved for the company's staff and South African wine farmers. Of the applica-

tions for 152m shares received, just over 130m were for the unreserved shares.

Share applications are to be by ballot for applications for less than 1,000 shares, while investors who applied for greater numbers will be allocated shares in proportion to the sizes of their applications.

Cape Wine and Distillers was formed to hold the wine and liquor interests of South African Breweries and Rembrandt's Oude Meester liquor interests. Following the rationalisation last November of South Africa's beer, wine and liquor industry, 10 per cent of the company's issued shares is in the hands of the public, 30 per cent is held by South African Breweries, and 60 per cent is jointly held by Rembrandt and the Kopers-De Wijnbouwers Vereniging (KWV).

MALAYSIA FINANCE

Rediscount facilities tightened

BY WONG SULONG IN KUALA LUMPUR

BANK NEGARA, the Malaysian central bank, has issued new directives to banks on the use of bankers' acceptances to curb what it considers to be an abuse of the facility by some companies and foreign banks.

Under the new directives, which take effect on May 5, the central bank will raise its rediscount rate from 5.2 to 5.7 per cent.

It will not rediscount three classes of the acceptances: those involving well-known companies which should be readily discountable in the market; those drawn by companies of "dubious" financial standing; and bankers' acceptances the creation of which is regarded as artificial.

Bankers' acceptances and negotiable certificate of deposits were allowed by Bank Negara last May to broaden and deepen the money market and to give traders wider and cheaper sources of financing.

Up to December a total of 1.42bn ringgit (around US\$625m) in the acceptances had been reached, of which 532m ringgit was outstanding at the end of December. During the same period a total of 294m ringgit in certificates was issued by the banks, of which

200m ringgit was outstanding at the end.

MALAYSIA International Palm Oil Industries (MIPOL), the Malaysian-Japanese company, has obtained a 32.5m ringgit loan from banks to finance expansion.

MIPOL will use 15m ringgit of the loan to increase refining output at its plant at Port Klang from 3,000 tonnes to 9,000 tonnes a month. The rest

of the loan would be used for working capital, and for refinancing existing loans.

Pernas holds 51 per cent in the company, Marubeni Corporation 24 per cent, and Nippon Oil and Fats Company Ltd 25 per cent.

The loan was provided by eight banks and two insurance companies led by Asian International Merchant Bankers. It is for 7 1/2 years at an undisclosed interest rate.

Weekly net asset value

on April 21 1980

Tokyo Pacific Holdings N.V.

U.S. \$76.56 (ex div)

Tokyo Pacific Holdings (Seaboard) N.V.

U.S. \$55.78 (ex div)

Listed on the Amsterdam Stock Exchange

Information: Pierson, Holding & Pierson NV Herengracht 214, Amsterdam

VONTBEL EUROBOND INDICES

14.574=100%

PRICE/INDEX	15.480	22.480	AVERAGE YIELD	15.480	22.480
OM Bonds	88.75	97.95	OM Bonds	9.338	9.103
HF Bonds & Notes	88.82	94.02	HF Bonds & Notes	10.885	10.235
U.S. \$ Str. Bonds	81.32	84.48	U.S. \$ Str. Bonds	12.706	12.096
Can. Dollar Bonds	82.74	86.42	Can. Dollar Bonds	13.385	12.885

CANADIAN PACIFIC INVESTMENTS LIMITED

1979 ANNUAL REPORT

HIGHLIGHTS: Favourable market conditions, coupled with growth in earning power that had been developed through internal expansion and acquisitions, made 1979 an outstanding year for the Corporation. Consolidated net income reached a new peak of \$420.3 million, up \$135.6 million, or 48%, over the restated income of 1978. Per Common share, earnings amounted to \$6.71, compared with \$4.69 in 1978.

During the year the Corporation made a public issue of 5,250,000 additional Common shares at a price of \$30 per share. The net proceeds amounted to \$150.2 million.

Early in 1980 it was announced that the Corporation would seek shareholder approval at the forthcoming annual meeting to divide its Common shares on a two for one basis.

The net earnings of the Corporation excluding the equity in income retained by subsidiaries amounted to \$135.4 million, compared with \$101.5 million in 1978. Out of these earnings the Corporation declared dividends of \$1.45 per Common share in 1979 and \$0.79 in 1978.

CP Investments has instituted a shareholder dividend reinvestment and share purchase plan, effective with the first dividend on Common shares declared and paid in 1980.

While higher levels of demand for most of the Corporation's resource products and manufactured goods were the dominant feature of the year, the relationship of the Canadian to the U.S. dollar was also a favourable factor for certain operations.

Despite the many advantageous market situations, the results achieved in 1979 would not have been possible without the buildup of the Corporation's capabilities over the years. Future earnings growth depends on further strengthening the asset base. This important connection is fully recognized in the program of developmental activity carried out in 1979, and planned for 1980. In 1979 PanCanadian undertook an extensive exploration program and proved additional reserves of both oil and gas in Western Canada. Cominco is embarked on a major expansion and modernization of its facilities in British Columbia and is developing a zinc-lead ore deposit in the Canadian High Arctic and a zinc-lead-silver ore deposit in Australia. Fording Coal recently announced a program to increase production capability.

Expansion of the asset base during the year also took the form of acquisition, largely in fields in which the Corporation is already engaged but also in some new areas. Marathon Realty purchased Canadian Freehold Properties Ltd., a company with a portfolio of office and industrial buildings and development sites across Canada and along the U.S. west coast. Great Lakes Forest Products acquired the pulp and paper operations of Reed Ltd. in Dryden, Ontario. Baker Commodities in the United States acquired a company engaged in rendering and fruit processing, and a newly formed subsidiary, Processed Minerals Incorporated, purchased the Carey Salt and wollastonite divisions of Interpace Corporation.

If the year stands out for higher levels of earnings, it is at least as notable for a sharp decline in

public confidence in money as a store of value. This is expressing itself in the desire to hold tangible assets, "real" things. It is partly a consequence of the inflation of the money supply by many governments over many years. It is also an indication of a new awareness of the reality of scarcity—scarcity of low-cost energy, of low-cost minerals, of low-cost plant and equipment. As a result, higher values are being attributed to present fuel and raw material sources and existing manufacturing capacity. When such values are realizable in the marketplace they provide means as well as incentives to search for new supplies of energy, to explore for raw materials, and to provide new productive capacity.

CP Investments Limited

Summarized Statement of Net Income

	1979 (in millions)	1978 (in millions)	Increase or (Decrease) (in millions)
Oil and gas	\$144.4	\$135.8*	\$ 8.6
Mines and minerals	120.1	44.1	76.0
Forest products	47.7	18.3	29.4
Iron and steel	69.8	46.7	23.1
Real estate	19.2	15.3	3.9
Hotels and food services	0.9	(15.0)	15.9
Finance	0.1	2.7	(2.6)
Other operations	9.2	7.4	1.8
Investment income	8.9	29.4	(20.5)
Net Income	\$420.3	\$284.7	\$135.6
Per Common share:			
Net Income	\$ 6.71	\$ 4.69	\$ 2.02
Dividends	1.45	0.79	0.66

*Restated

مكتبة الشارقة

ANCE
gs well
nths

Dollar falls

The U.S. dollar fell quite sharply in currency markets yesterday, mainly on news that Chase Manhattan Bank had cut its prime rate to 19 per cent from 19 1/2 per cent. The dollar had started the day with a softish undertone following an earlier tendency in the Far East, but picked up slightly for a while, before easing once more, partly on continued Middle East tension. During the afternoon, the U.S. unit came on offer after the prime rate was cut, with heavy liquidation in New York, reflecting a general unwillingness to hold long dollar positions in the light of current interest rate trends and the trouble in Iran.

Against the D-mark it finished at DM 1.8225, sharply down from Tuesday's figure of DM 1.8610, and only just above the low for the day of DM 1.8200. In terms of the Swiss franc it fell to Sfr 1.7004 from Sfr 1.7355 and to 224.76 against the Japanese yen, compared with 225.00 on Tuesday. Euro-dollar rates were weaker, with six-month Euro-dollars falling to 14 1/2 per cent from 14 3/4 per cent and the one-year rate to 14 1/2 per cent from 15 per cent. On Bank of England figures, the dollar's trade weighted index fell from 88.9 to 87.7.

Starting was steady on a trade weighted basis, being sharply firmer against the dollar, but slightly down against European currencies. Its index remained at 73.5 at noon and 73.5 in the morning. Against the dollar it opened at 22.25 and eased briefly to a low of 22.2450. By noon it had recovered to 22.2540 and as the dollar weakened on sterling rose to a high of 22.2620. At the close it stood at 22.2640, a rise of 2.7c from Tuesday.

D-MARK - Slightly improved within the European Monetary System, showing a stronger tendency against dollar, after a weakness caused by expectation

of a continuing balance of payments deficit in Germany and effects of anti-inflation measures and higher interest rates in the U.S. The D-mark was generally firm overall at yesterday's fixing in Frankfurt, improving against the dollar and sterling and its EMS partners, with the exception of the Belgian franc. The dollar was fixed at DM 1.8420 down from DM 1.8565 on Tuesday, and the Bundesbank bought a nominal unit came on offer after the prime rate was cut, with heavy liquidation in New York, reflecting a general unwillingness to hold long dollar positions in the light of current interest rate trends and the trouble in Iran.

BEIGIAN FRANC - Continues to improve within the EMS, helped by record interest rates and heavy central bank intervention when necessary. The Belgian franc maintained its recent firmer trend, improving against all major currencies apart from the Swiss franc, at yesterday's fixing in Brussels. The dollar was lower at Bfr 29.8325, and the D-mark eased to Bfr 16.0325 from Bfr 16.053. Sterling slipped to Bfr 66.55 from Bfr 66.755, and the French franc was down at Bfr 6.866 compared with Bfr 6.9 at Tuesday's fixing.

ITALIAN LIRA - Weakest member of the EMS, having traded erratically over the past few months. The lira improved slightly against sterling and the U.S. dollar at yesterday's fixing in Milan, but weakened against other major currencies. The dollar was fixed at L564.3, down from L570.8 on Tuesday, and sterling was lower at L1.940 against L1.948.5. On the other side the D-mark rose to L469.1 from L469.75, and the Belgian franc to L29.27 from L29.1. The Dutch guilder rose to L426.50 from L426.35 and the Danish krone was higher at L150.35 against L150.20.

EMS EUROPEAN CURRENCY UNIT RATES

	ECU	Change	% change	% change	Divergence
	central	rate	from	adjusted	rate
April 23					
Belgian Franc	35.7897	40.3300	+1.39	+0.43	-1.52
Danish Krone	7.22335	7.80014	+1.77	+0.37	-1.64
German Mark	2.82208	2.51475	+1.32	+0.42	-1.125
French Franc	3.49700	3.55939	+0.22	0.00	-1.357
Dutch Guilder	2.76522	2.76888	+0.01	+0.01	-1.517
Irish Punt	0.686201	0.675225	+1.08	+0.18	-1.368
Italian Lira	1157.78	1181.32	+2.03	+1.64	-2.408

Changes are for ECU, therefore positive change denotes a weak currency. Adjustment calculated by Financial Times.

EXCHANGE CROSS RATES

	April 23	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar
April 23									
Pound Sterling	1	2.263	4.130	654.5	6.533	3.850	4.543	1943	2.667
U.S. Dollar	0.448	1	1.824	244.3	4.254	1.700	2.006	836.0	1.178
Deutsche Mark	0.248	0.848	1.448	134.5	2.252	0.932	1.100	470.3	0.645
Japanese Yen	1.803	5.084	7.448	1000	17.27	5.945	8.192	3504	4.809
French Franc	0.298	2.331	4.288	575.7	10	5.897	4.715	2017	2.758
Swiss Franc	0.360	0.688	1.073	144.0	2.502	1	1.180	504.7	0.693
Dutch Guilder	0.820	0.499	0.800	122.1	2.121	0.848	1	427.7	0.587
Italian Lira	0.613	1.165	2.126	265.4	4.958	1.881	2.338	1000	1.582
Canadian Dollar	0.573	0.949	1.549	208.0	5.612	1.444	1.704	728.7	1
Belgian Franc	1.316	5.434	6.262	840.8	14.61	5.938	6.886	2946	4.043

Long-term Eurodollar two years 12 1/2-13 per cent; three years 12 1/2-13 per cent; four years 12 1/2-13 per cent; five years 12 1/2-13 per cent; six months 12 1/2-13 per cent; one year 12 1/2-13 per cent. Short-term rates are call for sterling, U.S. dollars, Canadian dollars and Japanese yen; others two days' notice. Asian rates are closing rates in Singapore.

EURO-CURRENCY INTEREST RATES

	April 23	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar
April 23									
Short term	17 1/2-17 3/4	15 1/2-15 3/4	12 1/2-12 3/4	10 1/2-10 3/4	2 1/2-2 3/4	8 1/2-8 3/4	12 1/2-12 3/4	11 1/2-11 3/4	15 1/2-15 3/4
Days notice	17 1/2-17 3/4	15 1/2-15 3/4	12 1/2-12 3/4	10 1/2-10 3/4	2 1/2-2 3/4	8 1/2-8 3/4	12 1/2-12 3/4	11 1/2-11 3/4	15 1/2-15 3/4
Month	17 1/2-17 3/4	15 1/2-15 3/4	12 1/2-12 3/4	10 1/2-10 3/4	2 1/2-2 3/4	8 1/2-8 3/4	12 1/2-12 3/4	11 1/2-11 3/4	15 1/2-15 3/4
Three months	17 1/2-17 3/4	15 1/2-15 3/4	12 1/2-12 3/4	10 1/2-10 3/4	2 1/2-2 3/4	8 1/2-8 3/4	12 1/2-12 3/4	11 1/2-11 3/4	15 1/2-15 3/4
Six months	17 1/2-17 3/4	15 1/2-15 3/4	12 1/2-12 3/4	10 1/2-10 3/4	2 1/2-2 3/4	8 1/2-8 3/4	12 1/2-12 3/4	11 1/2-11 3/4	15 1/2-15 3/4
One year	17 1/2-17 3/4	15 1/2-15 3/4	12 1/2-12 3/4	10 1/2-10 3/4	2 1/2-2 3/4	8 1/2-8 3/4	12 1/2-12 3/4	11 1/2-11 3/4	15 1/2-15 3/4

Long-term Eurodollar two years 12 1/2-13 per cent; three years 12 1/2-13 per cent; four years 12 1/2-13 per cent; five years 12 1/2-13 per cent; six months 12 1/2-13 per cent; one year 12 1/2-13 per cent. Short-term rates are call for sterling, U.S. dollars, Canadian dollars and Japanese yen; others two days' notice. Asian rates are closing rates in Singapore.

INTERNATIONAL MONEY MARKET

European rates mixed

European short-term interest rates showed mixed changes yesterday, before the news from New York of a further cut in Chase Manhattan Bank's prime leading rate to 19 per cent from 19 1/2 per cent. In Amsterdam call money fell to 8 1/2 per cent from 10 1/2 per cent in uneven conditions. There was some speculation in the domestic money market about a possible cut in the central bank discount rate, which has been at 9 1/2 per cent since November 29. The Dutch guilder has been one of the stronger members of the European Monetary System recently.

In Frankfurt call money rose 9.00-9.10 per cent from 8.90-9.00 per cent, and one-month was also

THE POUND SPOT AND FORWARD

	Day's Spread	Close	One month	Three months	% p.a.
April 23					
U.S.	2.2480-2.2490	2.2480-2.2490	0.40-0.30c pm	1.85-0.50-0.40 pm	0.75
Canada	2.6480-2.6475	2.6480-2.6475	0.57-0.47c pm	2.34-1.05-0.35 pm	1.30
Netherlands	4.53-4.58	4.53-4.54	3 1/2-2 1/2c pm	7.25-7 1/4-6 1/2c pm	6.27
Belgium	65.30-65.70	65.30-65.40	3c pm-7 1/2c	-1.80-10 pm-par	0.20
Denmark	12.85-12.95	12.85-12.90	1 1/2-3 1/2c pm	-1.20-2 1/2-1 1/2c pm	1.20
Ireland	1.1075-1.1180	1.1080-1.1090	0.10-0.05c pm	0.81-0.25-0.28 pm	2.10
W. Ger.	4.12-4.17	4.12-4.13	2 1/2-2 1/2c pm	9.08 3/4-7 1/2c pm	7.87
Portugal	111.50-112.50	112.00-112.30	5c pm-35c	-1.80-16-125c	2.48
Spain	163.70-169.20	169.70-169.80	10c pm-35c	-0.94-85-125-13.4-1.75	3.77
Italy	1942-1953	1942-1943	3-1 1/2c pm	1.23-1 1/2c	-0.31
Norway	11.25-11.34	11.30-11.31	4-3 1/2c pm	4.11-10 1/2-9 pm	3.49
France	52.5-52.55	52.5-52.53	4 1/2-3 1/2c pm	4.87-10-8 pm	3.84
Sweden	9.77-9.77	9.77-9.77	4-3 1/2c pm	4.01-10-7 1/2c pm	3.77
Japan	352-352	352-352	2.70-2.20c pm	3.30-5.45-4.95 pm	3.73
Austria	29.55-29.70	29.60-29.65	21-14c pm	7.05-56-48 pm	6.88
Switzerland	3.84-3.84	3.84-3.84	4 1/2-3 1/2c pm	4.05-10-8 pm	3.87

Belgian rate is for convertible franc. Financial franc 65.15-66.25. 5 1/2-month forward dollar 1.30-1.20c pm, 12-month 2.25-2.15c pm.

THE DOLLAR SPOT AND FORWARD

	Day's Spread	Close	One month	Three months	% p.a.
April 23					
UK	2.2480-2.2490	2.2480-2.2490	0.40-0.30c pm	1.85-0.50-0.40 pm	0.75
Ireland	2.0240-2.0415	2.0335-2.0415	0.85-0.45c pm	2.85-1.15-1.05 pm	2.17
Canada	1.1780-1.1805	1.1784-1.1787	0.18-0.11c pm	1.37-0.28-0.24 pm	0.88
Netherlands	4.0275-4.0275	4.0280-4.0275	1.00-0.82c pm	2.74-0.71-0.24 pm	1.30
Belgium	29.11-29.55	29.11-29.13	3-5c	-1.04 pm-4c	-0.27
Denmark	6.7210-6.7590	6.7215-6.7230	1.05-2.00c	-3.66-3.75-2.55c	-2.73
W. Ger.	1.8200-1.8450	1.8220-1.8220	1.05-0.95c pm	9.58-3.23-1.35pm	-7.00
Portugal	48.70-48.90	48.70-48.90	2-3c	-0.71-15-40c	-0.91
Spain	70.55-71.10	70.55-70.55	10-25c	-2.97-45-85c	-2.12
Italy	85.00-85.75	85.00-85.00	par-10c	-0.70-14-2c	1.04
Norway	4.9940-5.0250	4.9940-5.0250	1.40-0.80c	2.78-3.70-2.20 pm	2.36
France	4.0250-4.0250	4.0250-4.0250	1.15-1.05c pm	3.70-3.70-2.20 pm	2.36
Sweden	4.3010-4.3255	4.3005-4.3105	1.00-0.80c pm	2.50-2.85-2.85 pm	2.55
Japan	244.70-248.25	244.70-244.80	0.80-0.65c pm	3.55-2.05-1.50 pm	3.23
Austria	13.75-13.15	13.75-13.05	0.00-0.20c	5.10-21.00-15.00 pm	9.04
Switzerland	1.8500-1.7280	1.8500-1.7005	1.45-1.35c pm	6.88-4.00-3.50 pm	6.29

UK and Ireland are quoted in U.S. currency. Forward premiums and discounts apply to the U.S. dollar and not to the individual currency.

CURRENCY RATES CURRENCY MOVEMENTS

	Bank rate	Special Rights	European Currency Unit	April 23	Bank of England Index	Morgan Guaranty Changes
April 23						
sterling	17	0.569157	0.605598	sterling	75.3	-39.0
U.S. \$	15	1.97647	1.85321	U.S. dollar	87.7	-5.1
Canadian \$	16.80	1.31160	1.60311	Canadian dollar	91.0	-17.3
Austrian Schilling	17	16.8281	17.8581	Austrian schilling	157.4	-35.5
Belgian franc	14	58.0803	40.3909	Belgian franc	115.9	+14.5
Danish Krone	15	7.40055	7.85515	Danish krone	100.8	+1.5
Deutsche Mark	14	51.9877	51.9877	Deutsche mark	154.6	+44.8
Dutch Guilder	24	9.60719	2.75515	Dutch guilder	195.4	+78.5
French Franc	24	3.11468	3.05587	French franc	100.8	-5.1
Italian Lira	9	311.245	388.254	Italian lira	55.4	-31.2
Japanese Yen	9	311.245	388.254	Japanese yen	115.5	+18.3
Norwegian Kr.	9	4.68584	6.82671	Norwegian kr.	100.8	-5.1
Spanish Ptas.	10	164.754	164.754	Spanish ptas.	100.8	-5.1
Swedish Krona	10	3.34371	3.89130	Swedish krona	100.8	-5.1
Swiss Franc	5	2.31468	8.55230	Swiss franc	100.8	-5.1

Based on trade weighted changes from Washington agreement December, 1971 (Bank of England Index=100).

OTHER CURRENCIES

	April 23	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar	U.S. Dollar
April 23									
Argentina Peso	400c-402c	1770-1777	Australia	29.40-28.70	27.80-28.45	18.91-18.98	9.80-9.85	4.17-4.20	19.20-19.30
Brazil Cruzeiro	108.81-109.81	49.14-48.54	Denmark	11.50-11.57	10.74-11.14	10.74-11.14	8.71-9.75	5.85-5.98	2.553-2.582
Finland Markka	8.82-8.84	6.7800-6.7820	France	4.80-4.85	4.80-4.85	4.80-4.85	4.80-4.85	4.80-4.85	4.80-4.85
Greek Drachma	94.912-94.912	41.72-41.80	Germany	19.20-19.30	19.20-19.30	19.20-19.30	19.20-19.30	19.20-19.30	19.20-19.30
Hong Kong Dollar	11.17-11.18	4.8595-4.9400	Italy	388-364	388-364	388-364	388-364	388-364	388-364
Iran Rial	n/a	n/a	Japan	11.50-11.57	10.74-11.14	10.74-11.14	8.71-9.75	5.85-5.98	2.553-2.582
Kuwait Dinar	0.511-0.521	0.54-0.57	Netherlands	11.50-11.57	10.74-11.14	10.74-11.14	8.71-9.75	5.85-5.98	2.553-2.582
Lebanese Pound	53.50-55.00	58.1-58.15	Norway	11.50-11.57	10.74-11.14	10.74-11.14	8.71-9.75	5.85-5.98	2.553-2.582
Malaysian Dollar	3.1215-3.1335	8.2550-2.7100	Portugal	10.74-11.14	10.74-11.14	10.74-11.14	8.71-9.75	5.85-5.98	2.553-2.582
New Zealand Dir.	2.3550-2.3510	1.0415-1.0460	Spain	8.71-9.75	5.85-5.98	2.553-2.582	2.553-2.582	2.553-2.582	2.553-2.582
Saudi Arab. Riyal	4.9523-4.9745	8.1800-2.1850	Switzerland	5.85-5.98	2.553-2.582	2.553-2.582	2.553-2.582	2.553-2.582	2.553-2.582
Singapore Dollar	4.9523-4.9745	8.1800-2.1850	United States	2.553-2.582	2.553-2.582	2.553-2.582	2.553-2.582	2.553-2.582	2.553-2.582
S. African Rand	1.8930-1.8230	0.8050-0.8050	Yugoslavia	48-51.4	48-51.4	48-51.4	48-51.4	48-51.4	48-51.4
U.A.E. Dirham	8.58-8.48	5.7810-5.7840	Yr. salaries	48-51.4	48-51.4	48-51.4	48-51.4	48-51.4	48-51.4

Rate given for Argentina is free rate.

MONEY RATES

	NEW YORK	GERMANY	FRANCE	JAPAN
April 23				
Prime Rate	19-19 1/2	7	9.5	0
Fed. Funds	19 1/2-19 3/4	7	9.5	0
Treasury Bills (13-week)	12.25	7	9.5	0
Treasury Bills (28-week)	11.71	7	9.5	0
Discount Rate	19-19 1/2	7	9.5	0
Overnight Rate	9.05	7	9.5	0
One month	9.20	7	9.5	0
Three months	10	7	9.5	0
Six months	10.85	7	9.5	0

LONDON MONEY RATES

	April 23	
--	----------	--

New Issue
April 22, 1980This advertisement appears
as a matter of record only.**ASIAN DEVELOPMENT BANK**

Manila, Philippines

**DM 200,000,000****10% Deutsche Mark Bonds of 1980/1990**

Offering Price: 100%
Interest: 10% p. a., payable on May 1 of each year
Repayment: on May 1, 1990 at par
Listing: Frankfurt am Main and Düsseldorf

Dresdner Bank
Aktiengesellschaft**Deutsche Bank**
Aktiengesellschaft**Westdeutsche Landesbank**
Girozentrale

Abu Dhabi Investment Company
A.E. Ames & Co.
Atlantic Capital
Corporation
Banca Nazionale del Lavoro

Bank für Gemeinwirtschaft
Aktiengesellschaft
Banque Bruxelles Lambert S.A.
Banque de l'Indochine et de Suez
Banque de Neufchâteau, Schlumberger, Mallet
Banque Rothschild

Bayerische Landesbank
Girozentrale
Berliner Bank
Aktiengesellschaft

Chlorp International Group
Crédit Lyonnais

Crédito Italiano

Deutsche Bank

Efficientbank-Warburg
Aktiengesellschaft

Robert Fleming & Co.
Limited

Goldman Sachs International Corp.

Georg Heuck & Sohn

Indosuez Asia

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

Kreditbank S.A. Luxembourg

APPOINTMENTS**Abbey National executive joins Board**

Mr. C. E. I. Thornton, chief general manager of the ABBEY NATIONAL BUILDING SOCIETY, has been appointed a director.

Mr. Bryan Hildrew, managing director of Lloyd's Register of Shipping, has been elected president of the INSTITUTION OF MECHANICAL ENGINEERS. The retiring president is Mr. Gordon Dawson.

Wrightson Wood Limited has opened a Bristol office and Mr. John Henderson has been appointed a director of WRIGHTSON WOOD (UK). Mr. David Nickel is managing director of the UK concern. Mr. Henderson was managing director of CompAir Maxam.

Mr. John S. Pullum has been appointed managing director of C. EVANS AND SONS, a subsidiary of the Thos. W. Ward Group.

Mr. Reuben Olorunfemi Adewusi has joined the board of NATIONAL BANK OF NIGERIA as a deputy managing director in charge of operations. He was previously chief of banking services. Mr. Adewusi joined the bank in 1981 in London.

Mr. Brian Churcher has been appointed managing director of BESAM AUTOMATIC DOORS, with responsibilities for the UK and Middle East markets. He was previously sales director.

Mr. Edward Brodie, deputy chairman of Insight Business Systems of Grecook and managing director of the computer division of the Black and Edgington Group, has been appointed to the new £22,000 a year post of the City of Glasgow's

business development executive in California.

Mr. Peter F. Ashcroft has been appointed managing director of ROOSEY AND HAWKES (MUSICAL INSTRUMENTS).

Mr. Jerrold L. Scheeter has been elected to the newly-created post of vice-president, public affairs, for OCCIDENTAL PETROLEUM CORPORATION, Los Angeles. Mr. Carl W. Blumay continues as director of public relations. Mr. Tim Halford has been made vice-president, European public affairs, for Occidental Petroleum Corporation. He will be responsible for the European corporate public affairs of Occidental Petroleum Corporation and its subsidiaries in Europe.

Mr. A. R. Cotton has been appointed acting chief executive of HANSON INDUSTRIAL SERVICES, a subsidiary of Hanson Trust.

Mr. Julian Allason has joined the board of ALLIED COMPUTER TECHNOLOGIES (HOLDINGS) and becomes managing director of the micro division.

Mr. Cyril Davies, former City Treasurer, is to return to NEWCASTLE CITY COUNCIL as chief executive on July 28. For the past six years he has been Tyne and Wear County Council's Treasurer.

Mr. J. B. H. Jackson and Sir Richard Powell have been appointed non-executive directors of LADBROKE GROUP from May 1. Mr. Peter George will become a director on that date. Mr. Jackson is a director of Philips Electronic and Associated Industries. The directors of Sir Richard Phillips Hill Investment Trust, and EPB Industries. Mr. George is chairman of the retail betting, racecourse management and hi-fi stores divisions of Ladbrokes.

Mr. David L. Williams is to become commercial director of SHERNESS STEEL COMPANY from July 1 in place of Mr. Peter A. Learmonth, who will continue as deputy chairman.

Mr. Maurice Fry, chairman of Electronic Rentals Group, has retired as chairman of its subsidiary VISIONHIRE and has become president of that concern. Mr. David Hurley, joint managing director of the parent company, takes over as chairman of Visionhire.

Mr. J. J. Sinclair has been appointed a director of INTERNATIONAL COMMODITIES CLEARING HOUSE. He remains managing director of its Australian operation, which undertakes clearing and guaranteeing for the Sydney Futures Exchange. ICCCH is a subsidiary of United Dominions Trust.

Mr. Geoffrey Woodling has been appointed marketing director; Mr. Robert Marshall, production director; and Mr. David William and Mr. Wolfgang Klesse, associate directors of INDUSTRIAL MARKET RESEARCH, a member of the AGB Research Group.

Mr. John Barnes, managing director of BELDRAY, has been appointed chairman of that company. He is a member of the group executive committee of parent company Butterfield-Harvey.

Mr. Timothy Rowley has become managing director of TELEPHONE UK in place of Mr. Philip Rowley, who continues as chairman. Mr. Richard Bullock, a director of the com-

pany, has been made general manager.

Mr. Edward D. G. Davies, deputy governor of GLOBE INVESTMENT TRUST, has been elected governor in place of the late Mr. Atsair Roger.

Mr. M. J. Meyer, chairman and managing director of MONTAGUE L. Meyer, has been appointed a director of MACMILLAN BLOEDER, Vancouver BC.

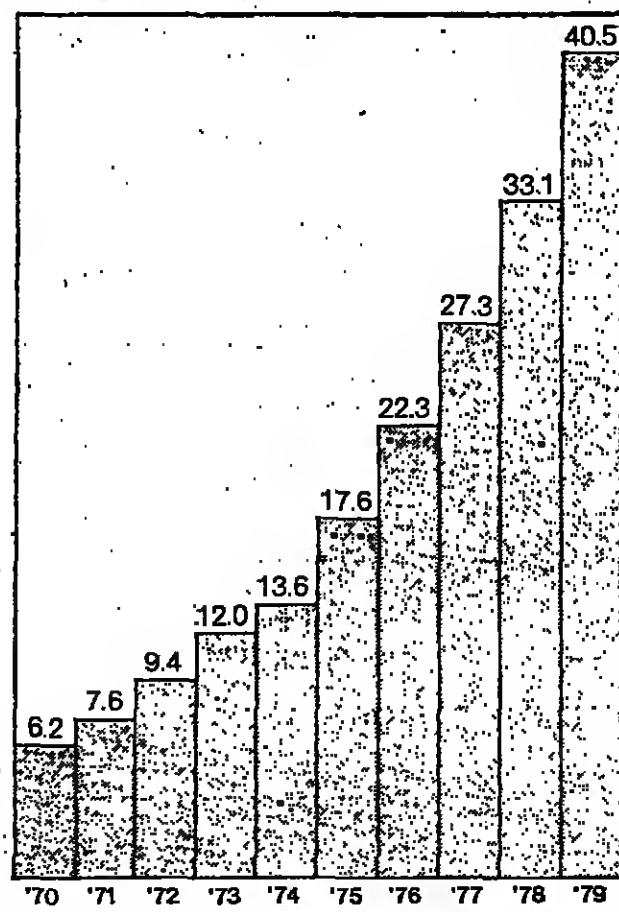
Mr. C. J. D. Maggs has been appointed a director of the NEW ZEALAND INSURANCE COMPANY (UK).

Mr. K. Anthony has been appointed engineering director of TEDDINGTON BELLOWS, a subsidiary of United Gaa Industries.

When doing business in Holland, use the bank that knows the business inside out.

Get in touch with NMB.
The bank that knows the business inside out.

NMB BALANCE SHEET TOTALS
(in billions of Dutch guilders)



As at 31-12-1979. (in millions of Dutch guilders)

Balance Sheet Total	40,518
Deposits	38,200
Loans	25,253
Risk-Bearing Capital	1,477

We will place at your disposal our network of 466 branches established in all commercial centres of Holland.

NMB Bank, your contact for foreign exchange, eurodeposits, eurocurrency loans, gold, coin, banknotes, domestic and international securities operations and all international banking services.

There are NMB representative offices in Bahrain, Caracas, Hong Kong, London, Mexico City, Paris and São Paulo. NMB Bank has branches in New York and Curaçao and owns a Finance Company and a Trust Company in Curaçao, Netherlands Antilles. In Zürich NMB (Schweiz) AG is at your service.

As a member of the Inter-Alpha Group of Banks we have joint representative offices in Hong Kong, Singapore, Teheran and Tokyo.

NMB BANK
NEDERLANDSCHE MIDDENSTANDBANK NV

Contact our U.K. representative office: Mr. J. M. A. Yntema,
NMB Bank, 25 Birch Lane, London, EC3V9DJ, telephone 6238518, telex: 887047

Eduard van Beinumstraat 2, 1077 XT Amsterdam.

For eurodeposits and foreign exchange: telephone 020-5433184, telex: 14216 a nmba.nl.
For foreign banknotes, gold and coin: telephone 020-5433658, telex: 14034 nmbno.nl.
For securities transactions and issues: telephone 020-5432985, telex: 12009 nmb s.nl.

This announcement appears as a matter of record only.

March 1980

**BANCO DE MOÇAMBIQUE**

U.S. \$ 20,000,000
Medium Term Loan

Managed by
BANQUE DE L'UNION EUROPÉENNE

Co-managed by
BANQUE NATIONALE DE PARIS
CRÉDIT AGRICOLE (CNCA)

Provided by
BANQUE COMMERCIALE POUR L'EUROPE DU NORD (EUROBANK)
BANQUE FRANÇAISE DU COMMERCE EXTERIEUR BANQUE NATIONALE DE PARIS
BANQUE DE L'UNION EUROPÉENNE CAISSE NATIONALE DE CRÉDIT AGRICOLE
CRÉDIT COMMERCIAL DE FRANCE CRÉDIT INDUSTRIEL DE L'OUEST
CRÉDIT LYONNAIS SOCIÉTÉ LYONNAISE DE DÉPÔTS

Agent
BANQUE DE L'UNION EUROPÉENNE

LOCAL AUTHORITY BONDS

Every Saturday the Financial Times publishes a table giving details of Local Authority Bonds on offer to the public.

For advertising details please ring Stephen Cooper

01-248 8000 Extn. 7008

Bank of Tokyo Holding SA
(Société Anonyme Luxembourg)

U.S. \$35,000,000 Guaranteed
Floating Rate Notes Due 1981

For the six months
April 22nd, 1980 to October 22nd, 1980

In accordance with the provisions of the Note, notice is hereby given that the rate of interest has been fixed at 16 1/2 per cent and that the interest payable on the relevant interest payment date, October 22nd, 1980, against Coupon No. 8 will be U.S. \$86.10.

By: Morgan Guaranty Trust Company of New York, London Agent Bank

**Union Bank of Finland Ltd.**
(Incorporated in Finland with limited liability)

US \$30,000,000

Floating Rate Capital Notes due 1982

In accordance with the provisions of the Agency Agreement between Union Bank of Finland Ltd. and Citibank, N.A., dated as of 20 April 1977, notice is hereby given that the Rate of Interest has been fixed at 16 1/2% and that the interest payable on the relevant interest payment date 22 October, 1980 against Coupon No. 7 will be US \$86.10 and has been computed on the actual number of days elapsed (183) divided by 360.

By: CITIBANK, N.A., London, Agent Bank.

22 April, 1980

... ..

[illegible][illegible]

1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 26

Paragon	1,690	-10	Vebs	256.6	+0.8	Union Bank	5,320	+92	Individual exchanges and are last traded prices
Creditbank	3,500		Verein-West	252	+2	Winterthur	5,075	+35	suspended, and are divided, and are last traded prices
Non Holding	5,420		Veitkswagen	181	+2	Zurich Ins.	13,500	-50	on Ex all.

Boost for alumina industry

BY CANUTE JAMES IN KINGSTON

Last year, the average price for the whole season was 82 Zimbabwean cents, and growers

delegation to the Prime Minister, Robert Mugabe, to discuss the situation.

rebates on only 1,500 tonnes in three weeks before authorising a record 89,350 tonnes last week, authorised 22,600

The Norwegians are reported to be considering a start to

government is reported to be one of the participants in the venture, but several feasibility studies

cent over the 11.5m tonnes of last year. Alumina production which last year totalled 2.06m

There are plans for studies of the feasibility of a sheet rolling mill and Norwegian

Killer whale slaughter condemned

Mr. Tim Clarke, FoE's wildlife campaigner, said the Russians were callously and brutally exploiting a loophole in present agreement.

AMERICAN MARKETS

(165.31,	July	173.4-173.3	(173.3),
August	172.8,	Sept.	180.3-180.0, Oct.
182.5-163.0,	Dec.	187.3,	Jan.
March	195.0-105.5,	May	197.0-196.0,
July	199.5-200.5,		
Soyabean	Oil — May	20.56-20.58	
(20.64),	July	21.21-21.22	(21.24),
August	21.50-21.51,	Sept.	21.75, Oct.
22.05,	Dec.	22.50,	Jan.
March	23.00-23.05,	May	23.35-23.40,

76.25-75.75, Oct.	77.50-79.50.		Soyabean
*Gold—April	501.0-503.0	(488.3).	120.64).

July 23-65-23.70.
 71 bushels—May 401-400's, (289c), July
 407-408 (403½), Sept. -422 (382).
 44N-441's, March 456, May 461's,
 WNCN/MPSG, April 22, 5Barley-May
 111.00 (110), July 111.20 (113.50),
 Oct. 112.20, Nov. 112.20, March 111.30,
 8Wheat-SOWNS 113.5 per cent pro-
 portion content oil & Lawrence 210.13
 (208.93).

All cents per pound ex-wholesale
 unless otherwise noted.

¢ Cents per tray ounce.
 ¢ Cents per 56-lb bushel, ¢ Cents
 per 50-lb bushel, ¢ \$ per short ton
 (2,000 lbs), ¢ \$can. per metric ton;
 \$S \$ per 1,000 cu. feet, ¢ Cents per
 bushel.

T

Feb. \$288.50, March \$280.75 sellers.
 Soyacmeal—44 per cent protein U.S.
 AN S321, April S226, May S221.50, June
 S222.50, Aug. S227, Sept. S227, Nov.-
 S226, Sept. S223.50, Brazil Pallets, A# 8251;
 June-Sept. S223.50, Nov-March S251-
 1.50.

PARIS, April 23.
 Cocoa—(FFR per 100 kilos) May
 1125-1215, July 1240, 1240-1255,
 Oct. 1273-1280, March 1280, May 1310.
 Sugars at call:
 Sugar—(FFC per 100 kilos): July
 2400-2425, Aug. 2481-2490, Oct. 2543-
 2544, Nov. 2540-2560, Dec. 2610-2635;
 March 2700-2730, May 2710-2730, July
 2715-2735. Sugars at call 31.

DOW JONES

Dow Jones	April 89	April 91	Month ago	Year ago
Spot	418.57	418.91	428.50	386.70
Futures	417.89	418.85	428.48	386.70
(Average 1924-25-26-100)				

REUTERS

Apr. 89	Apr. 91	Month ago	Year ago
1685.4	1686.8	1755.2	1550.8

(Base: September 12, 1931 = 100)

Second clearing: 61-31.56 kilas, .36p a
 kilo (.36p); 26-30.15 kilas, .38p a
 kilo withdrawn (.42p); 22-25.15 kilas, .50 7/8
 (41p), Lint: covers 41.5p a kilo with-
 drawn (.43p).

Interest rate hopes countered by Saudi Arabian move

Gilts up but equities unable to consolidate early gains

Account Dealing Dates

*First Declara. Last Account
Dealings Date Dealings Date
Mar. 24 Apr. 10 Apr. 11 Apr. 21
Apr. 14 Apr. 24 Apr. 25 May 6
Apr. 28 May 8 May 9 May 19
*New time dealings may take
from 9 am to 2 business days
earlier.

Wall Street's sharp overnight rise on falling interest rates provided the basis for a firm opening in London stock markets yesterday. The Gilt-edged market, in particular, was enthused by thoughts that a continuation of the U.S. trend must lead to a reduction in the rate of inflation rather than later in record UK interest rates, but shortly after midday sentiment was rattled by the announcement that Saudi Arabia had requested the withdrawal of the UK ambassador. This quickly aroused fears of increased Middle East tension.

Longer-dated Government stocks soon encountered nervous selling and gains, which had ranged to 1 initially, were pared to minimal amounts before the market learned of Chase Manhattan's decision to cut its prime rate to 19 per cent. Fresh demand was attracted and the

tone appeared firm, but interest began to falter again and closing rises were seldom more than 1/8. Last Friday's newcomer Treasury 13 1/2 per cent 2004/08 typified the way in sentiment, rising to 20 1/2 and reacting to 20 1/2 prior to settling at 20 1/2 for a net improvement of 1/8.

Most equity sectors failed to consolidate opening gains because of the continuing poor level of trade and were drifting back before the Saudi news. This gave investors a further reason to withhold their funds and most leading shares had surrendered their improvements by 3 pm. Values hardened in places after the official close and the outcome was that the FT 30-share index ended 0.9 up at 435.2 after having shown a rise of 3.6 at the first calculation of the day. Of the sectors, Buildings reflected disappointment with preliminary results from Blue Circle at the lower end of market estimates.

The expiry of the April series provided a much-needed fillip to the recently idle traded options market. The number of contracts expanded to 1,538, the highest since mid-February. Fresh 333 trades, while Shell and Land

Securities were dealt 215 and 270 times respectively.

Amstrad Consumer Electronics staged a successful debut, from an opening level of 90p, the shares touched 98p before settling at 93p in a relatively brisk trade.

Minet better

Among insurance brokers, Minet Holdings became active and closed 2 better at 97p, after 105p; Corroon and Black Corporation of New York yesterday acquired further shares in the group to take its stake to the planned 20 per cent. Brentnall Beadard offered forward a penny to 10p in response to Press comment, while improvements of 2p and 3p respectively were seen in Sedgwick, Forbys, 104p, and Stewart Wrightsons, 208p. Life issues firmed in places with Hambro 3 dearer at 188p and Sun 4 up at 183p.

F.C. Finance stood out with a rise of 10 to 78p on the appearance of a buyer in a restricted market. Still reflecting favourable comment, FNFC hardened a fraction more to 194p. Corbinian hardened a penny to 27p, after 28p, following the results, while Hambro added a similar amount to 375p. By way of contrast, Leopold Joseph lost 10 to 120p. The major traders moved higher in this trading and closed with rises ranging to 5. Barclays improving 1/2 to 420p.

Initial scattered buying for leading Breweries dried up by the afternoon and most closed around the overnight positions with Bass retaining a penny rise at 225p. Among regional issues, Wolverhampton and Dudley put on 5 to 327p.

Blue Circle, steady awaiting the preliminary results, dropped to 308p on the announcement before settling just 2 cheaper on balance at 315p. Elsewhere in the Buildings sector, Tarmac became vulnerable to selling and shed 10 to 222p, but Travis and Arnold firmed 4 for a two-day gain of 27 to 276p in response to the excellent annual results and reported 100 per cent scrip issue. William (Connolly) continued to respond to the better-than-expected annual results and capital proposals with a gain of 5 to a 198p peak of 210p.

Marked 4 higher at the outset on Wall Street influences, ICI finished just a couple of pence higher on balance at 364p as follow-through support failed to materialise. Fisons improved 7 to 284p, but Laporte shed 3 to 107p, after 108p, the latter following annual results that failed to match market estimates.

D-I-Y issues flat

The announcement from MFI that it was unlikely to attain the

annual profits forecast last October left the shares 10 lower at 62p. Other D-I-Y issues were marked sharply lower in sympathy; Status Discount, currently the subject of an offer from MFI, fell 9 to 57p, after similar warnings over current trading, while Harris Queensway, 196p, and A.G. Stanley, 70p, closed 10 and 6 easier respectively; the latter's preliminary results are expected on Wednesday. By way of contrast, B & Q (Retail) exceeded its profits forecast but the general malaise left the close a penny cheaper at 74p. John Menzies picked up 5 to 235p on the pleasing annual 20 better at 234p. Office and Electronic, 253p, and Goshforth, 27p, hardened a penny each following trading news, while Dundonian firmed 3 to 64p. Dealings in George Ewer were suspended at 45p pending an announcement, T. Cowie owns a near-30 per cent stake in Ewer and market sources have recently strongly suggested that a full-scale offer is on the cards.

BSC provided the only movement of note among lacklustre Motor sectors, falling 2 1/2 to 213p following the reduced annual profits and dividend. Good at first on an early flurry of buying Properties drifted back as interest waned. Land Securities finished with a gain of 5 to 320p, after 323p, while MPEC closed just 2 higher at 52p, while the building price closed 2 up at \$507.50 an ounce.

Heavyweights showed rises ranging up to 1 1/2, as in Buffels, 131p, while gains of 1 were common to Hartbeest, 234p, Kloe, 215p, and Western Deep, 215p, and President Brand, 218p.

London Financials moved ahead strongly at the outset but subsequently turned easier in line with the trend in UK equities. Rio Tinto-Zinc touched 850p before closing a net 5 higher at 845p, while Gold Fields ended 4 up on balance at 478p, after 480p, and Selection Trust 8 firmer at 614p.

The strength of Golds spilled over into Platinums where rises of around 4 were common to Anglo and Rustenburg at 255p and 212p respectively.

Australians were quietly mixed with most of the interest in the sector directed towards the oil exploration issues. Among leading mining issues, BHP Holdings came under further pressure and dipped 4 to a 198p low of 192p. On the other hand, Pancontinental put on 5 to 255p and North Broken Hill 3 to 140p.

RENEWED SELLING

Sydney and Melbourne markets

closed lower, with the latter

dropping 15 for a two-day

fall of 25 to 195p, and Mount

Carrington Mines, down 5 at 45p.

the year. Still reflecting the final dividend omission and trading loss, Charles Hill of Bristol fell 2 for a two-day relapse of 10 to 48p, while Long and Family cheapened a fraction to 8p after the interim dividend omission and first-half loss. Bath and Portland came no offer at 38p, down 3, while similar falls were seen in J.F. Nash Securities, 67p, and Stoecheil, 108p. Thomas Tilling, on the other hand, rose 4 to 141p in response to the chairman's encouraging annual statement and Applied Computers found renewed support at closed 20 better at 245p. Office and Electronic, 253p, and Goshforth, 27p, hardened a penny each following trading news, while Dundonian firmed 3 to 64p. Dealings in George Ewer were suspended at 45p pending an announcement, T. Cowie owns a near-30 per cent stake in Ewer and market sources have recently strongly suggested that a full-scale offer is on the cards.

BSC provided the only movement of note among lacklustre Motor sectors, falling 2 1/2 to 213p following the reduced annual profits and dividend. Good at first on an early flurry of buying Properties drifted back as interest waned. Land Securities finished with a gain of 5 to 320p, after 323p, while MPEC closed just 2 higher at 52p, while the building price closed 2 up at \$507.50 an ounce.

Heavyweights showed rises ranging up to 1 1/2, as in Buffels, 131p, while gains of 1 were common to Hartbeest, 234p, Kloe, 215p, and Western Deep, 215p, and President Brand, 218p.

London Financials moved ahead strongly at the outset but subsequently turned easier in line with the trend in UK equities. Rio Tinto-Zinc touched 850p before closing a net 5 higher at 845p, while Gold Fields ended 4 up on balance at 478p, after 480p, and Selection Trust 8 firmer at 614p.

The strength of Golds spilled over into Platinums where rises of around 4 were common to Anglo and Rustenburg at 255p and 212p respectively.

Australians were quietly mixed with most of the interest in the sector directed towards the oil exploration issues. Among leading mining issues, BHP Holdings came under further pressure and dipped 4 to a 198p low of 192p. On the other hand, Pancontinental put on 5 to 255p and North Broken Hill 3 to 140p.

RENEWED SELLING

Sydney and Melbourne markets

closed lower, with the latter

dropping 15 for a two-day

fall of 25 to 195p, and Mount

Carrington Mines, down 5 at 45p.

Among Financial Trusts, S. Pearson continued to reflect the better-than-expected preliminary results and increased dividend by rising 12 further to 216p. Fashion and General moved up 13 to 200p in sympathy with the recent improvement in Furness Withy.

Among Plantations, Assam Investments jumped 30 to 148p compared with the 150p offer per share cash from Inchcape, 5 easier at 380p. Other Teas made useful headway on hopes of further takeover activity within the sector. McLeod Russell picked up 15 to 825p, while gains of 10 were seen in Moran, 280p, and Assam Frootier, 210p.

Gold rally

Another quiet day in mining markets saw South African Golds stage a minor rally following a steady performance by the bullion price in the light of increased nervousness over the situation in the Middle East. The share market opened on a firm note, aided by renewed buying demand in overnight U.S. markets, and edged higher throughout the day following pressure from local and overseas sources. Interest tended to wane in the after-hours trade but prices generally closed around the day's best.

The Gold Mines Index recouped 5.2 to 102.4, while the bullion price closed \$2 up at \$507.50 an ounce. Heavyweights showed rises ranging up to 1 1/2, as in Buffels, 131p, while gains of 1 were common to Hartbeest, 234p, Kloe, 215p, and Western Deep, 215p, and President Brand, 218p.

London Financials moved ahead strongly at the outset but subsequently turned easier in line with the trend in UK equities. Rio Tinto-Zinc touched 850p before closing a net 5 higher at 845p, while Gold Fields ended 4 up on balance at 478p, after 480p, and Selection Trust 8 firmer at 614p.

The strength of Golds spilled over into Platinums where rises of around 4 were common to Anglo and Rustenburg at 255p and 212p respectively.

Australians were quietly mixed with most of the interest in the sector directed towards the oil exploration issues. Among leading mining issues, BHP Holdings came under further pressure and dipped 4 to a 198p low of 192p. On the other hand, Pancontinental put on 5 to 255p and North Broken Hill 3 to 140p.

RENEWED SELLING

Sydney and Melbourne markets

closed lower, with the latter

dropping 15 for a two-day

fall of 25 to 195p, and Mount

Carrington Mines, down 5 at 45p.

FINANCIAL TIMES STOCK INDICES

	Apr. 23	Apr. 22	Apr. 21	Apr. 19	Apr. 17	Apr. 15	Year Ago
Government Secs.	68.80	68.85	68.90	68.95	68.98	68.99	74.85
Fixed Interest	62.15	62.20	62.25	62.30	62.32	62.33	76.75
Industrial	435.8	434.3	441.1	442.7	442.0	442.1	552.7
Gold Mines	293.2	297.3	301.5	300.0	298.2	298.6	151.6
Ord. Div. Yield	8.07	8.10	7.97	7.95	7.99	7.99	5.28
Earnings/Yd. (\$ mil)	19.58	19.59	19.57	19.54	19.52	19.50	14.08
P/E Ratio (net)	6.13	6.11	6.20	6.22	6.18	6.18	8.08
Total Returns	17,038	16,748	16,738	16,608	16,550	16,544	12,497
Equity turnover %	28.93	28.88	28.84	28.78	28.74	28.73	24.97
Equity/balance total	22,255	22,200	22,150	22,100	22,050	22,000	18,200

10 am 437.5, 11 am 438.5, Noon 439.5, 1 pm 440.5, 2 pm 441.5, 3 pm 442.5

Latest Index 01-240 0025

11-677

Base 100 Govt. Secs. 16/10/28, Bond Ind. 1928, Industrial Ind. 1/7/28, Gold Mines 12/9/25, SE Activity July-Dec. 1942.

HIGHS AND LOWS

	1980	Since Completion	Apr. 23	Apr. 22
Govt. Secs.	68.85 (71.0)	62.85 (61.0)	127.4 (81.0)	49.18 (81.0)
Fixed Int.	62.15 (61.0)	64.70 (61.0)	150.4 (61.0)	50.35 (61.0)
Ind. Ind.	435.8 (435.0)	478.5 (478.0)	505.6 (494.4)	494.4 (494.4)
Gold Mines	297.3 (293.2)	300.0 (298.2)	300.0 (298.2)	298.2 (298.2)
Ord. Div.	8.07 (8.10)	7.97 (7.95)	7.99 (7.99)	7.99 (7.99)
Earnings/Yd.	19.58 (19.59)	19.57 (19.54)	19.54 (19.52)	19.52 (19.50)
P/E Ratio	6.13 (6.11)	6.20 (6.22)	6.18 (6.18)	6.18 (6.18)
Total Returns	17,038 (16,748)	16,738 (16,608)	16,550 (16,550)	16,544 (16,544)
Equity turnover %	28.93 (28.88)	28.84 (28.78)	28.78 (28.74)	28.73 (28.73)
Equity/balance total	22,255 (22,200)	22,150 (22,100)	22,050 (22,050)	22,000 (22,000)

NEW HIGHS AND LOWS FOR 1980

The following securities noted in the Share Information Service section of the Financial Times have attained new Highs and Lows for 1980.

NEW HIGHS (47)		NEW LOWS (47)	
British Petroleum	480p	British Petroleum	480p
Shell	345p	Shell	345p
Gold Mines	298p	Gold Mines	298p
Ord. Div. Yield	8.07	Ord. Div. Yield	8.07
Earnings/Yd. (\$ mil)	19.58	Earnings/Yd. (\$ mil)	19.58
P/E Ratio (net)	6.13	P/E Ratio (net)	6.13
Total Returns	17,038	Total Returns	17,038
Equity turnover %	28.93	Equity turnover %	28.93
Equity/balance total	22,255	Equity/balance total	22,255

RISES AND FALLS YESTERDAY

	Up	Down	Same
British Funds	72	1	75
Foreign Bonds	7	10	40
Industrial	181	238	288
Financial and Prop.	175	41	283
Government	1	3	15
Plantations	9	3	18
Mines	61	28	58
Others	22	22	36
Totals	585	249	1,480

LONDON TRADED OPTIONS

	April			July			Oct.			
Option	Ex'tra price	Closing offer	Vol.	Closing offer	Vol.	Closing offer	Vol.	Equity close		
BP	200	84	4	—	—	—	—	332p		
BP	225	9	40	—	—	—	—	—		
BP	330	—	30	10	44	—	—	—		
BP	360	—	77	16	1	29	—	—		
BP	375	—	43	—	—	—	—	—		
BP	390	—	61	—	—	—	—	—		
BP	440	—	80	—	—	—	—	—		
BP	470	—	11	—	—	—	—	—		
BP	500	—	107	38	—	—	—	—		
BP	550	—	11	—	—	—	—	—		
BP	600	—	11	—	—	—	—	—		
BP	650	—	11	—	—	—	—	—		
BP	700	—	11	—	—	—	—	—		
BP	750	—	11	—	—	—	—	—		
BP	800	—	11	—	—	—	—	—		
BP	850	—	11	—	—	—	—	—		
BP	900	—	11	—	—	—	—	—		
BP	950	—	11	—	—	—	—	—		
BP	1000	—	11	—	—	—	—	—		
BP	1050	—	11	—	—	—	—	—		
BP	1100	—	11	—	—	—	—	—		
BP	1150	—	11	—	—	—	—	—		
BP	1200	—	11	—	—	—	—	—		
BP	1250	—	11	—	—	—	—	—		
BP	1300	—	11	—	—	—	—	—		
BP	1350	—	11	—	—	—	—	—		
BP	1400	—	11	—	—	—	—	—		
BP	1450	—	11	—	—	—	—	—		
BP	1500	—	11	—	—	—	—	—		
BP	1550	—	11	—	—	—	—	—		
BP	1600	—	11	—	—	—	—	—		
BP	1650	—	11	—	—	—	—	—		
BP	1700	—	11	—	—	—	—	—		
BP	1750	—	11	—	—	—	—	—		
BP	1800	—	11	—	—	—	—	—		
BP	1850	—	11	—	—	—	—	—		
BP	1900	—	11	—	—	—	—	—		
BP	1950	—	11	—	—	—	—	—		
BP	2000	—	11	—	—	—	—	—		
BP	2050	—	11	—	—	—	—	—		
BP	2100	—	11	—	—	—	—	—		
BP	2150	—	11	—	—	—	—	—		
BP	2200	—	11	—	—	—	—	—		
BP	2250	—	11	—	—	—	—	—		
BP	2300	—	11	—	—	—	—	—		
BP	2350	—	11	—	—	—	—	—		
BP	2400	—	11	—	—	—	—	—		
BP	2450	—	11	—	—	—	—	—		
BP	2500	—	11	—	—	—	—	—		
BP	2550	—	11	—	—	—	—	—		
BP	2600	—	11	—	—	—	—	—		
BP	2650	—	11	—	—	—	—	—		
BP	2700	—	11	—	—	—	—	—		
BP	2750	—	11	—	—	—	—	—		
BP	2800	—	11	—	—	—	—	—		
BP	2850	—	11	—	—	—	—	—		
BP	2900	—	11	—	—	—	—	—		
BP	2950	—	11	—	—	—	—	—		
BP	3000	—	11	—	—	—	—	—		
BP	3050	—	11	—	—	—	—	—		
BP	3100	—	11	—	—	—	—	—		
BP	3150	—	11	—	—	—	—	—		
BP	3200	—	11	—	—	—	—	—		
BP	3250	—	11	—	—	—	—	—		
BP	3300	—	11	—	—	—	—	—		
BP	3350	—	11	—	—	—	—	—		
BP	3400	—	11	—	—	—	—	—		
BP	3450	—	11	—	—	—	—	—		
BP	3500	—	11	—	—	—	—	—		
BP	3550	—	11	—	—	—	—	—		
BP	3600	—	11	—	—	—	—	—		
BP	3650	—	11	—	—	—	—	—		
BP	3700	—	11	—	—	—	—	—		
BP	3750	—	11	—	—	—	—	—		
BP	3800	—	11	—	—	—	—	—		
BP	3850	—	11	—	—	—	—	—		
BP	3900	—	11	—	—	—	—	—		
BP	3950	—	11	—	—	—	—	—		
BP	4000	—	11	—	—	—	—	—		
BP	4050	—	11	—	—	—	—	—		
BP	4100	—	11	—	—	—	—	—		
BP	4150	—	11	—	—	—	—	—		
BP	4200	—	11	—	—	—	—	—		
BP	4250	—	11	—	—	—	—	—		
BP	4300	—	11	—	—	—	—	—		
BP	4350	—	11	—	—	—	—	—		
BP	4400	—	11	—	—	—	—	—		
BP	4450	—	11	—	—	—	—	—		
BP	4500	—	11	—	—	—	—	—		
BP	4550	—	11	—	—	—	—	—		
BP	4600	—	11	—	—	—	—	—		
BP	4650	—	11	—	—	—	—	—		
BP	4700	—	11	—	—	—	—	—		
BP	4750	—	11	—	—	—	—	—		
BP	4800	—	11	—	—	—	—	—		
BP	4850	—	11	—	—	—	—	—		
BP	4900	—	11	—	—	—	—	—		
BP	4950	—	11	—	—	—	—	—		
BP	5000	—	11	—	—	—	—	—		
BP	5050	—	11	—	—	—	—	—		
BP	5100	—	11	—	—	—	—	—		
BP	5150	—	11	—	—	—	—	—		
BP	5200	—	11	—	—	—	—	—		
BP	5250	—	11	—	—	—	—	—		
BP	5300	—	11	—	—	—	—	—		
BP	5350	—	11	—	—	—	—	—		
BP	5400	—	11	—	—	—	—	—		
BP	5450	—	11	—	—	—	—	—		
BP	5500	—	11	—	—	—	—	—		
BP	5550	—	11	—	—	—	—	—		
BP	5600	—	11	—	—	—	—	—		
BP	5650	—	11	—	—	—	—	—		
BP	5700	—	11	—	—	—	—	—		
BP	5750	—	11	—	—	—	—	—		
BP	5800	—	11	—	—	—	—	—		
BP	5850	—	11	—	—	—	—	—		
BP	5900	—	11	—	—	—	—	—		
BP	5950	—	11	—	—	—	—	—		
BP	6000	—	11	—	—	—	—	—		
BP	6050	—	11	—	—	—	—	—		
BP	6100	—	11	—	—	—	—	—		
BP	6150	—	11	—	—	—	—	—		
BP	6200	—	11	—	—	—	—	—		
BP	6250	—	11	—	—	—	—	—		
BP	6300	—	11	—	—	—	—	—		
BP	6350	—	11	—	—	—	—	—		
BP	6400	—	11	—	—	—	—	—		
BP	6450	—	11	—	—	—	—	—		
BP	6500	—	11	—	—	—	—	—		
BP	6550	—	11	—	—	—	—	—		
BP	6600	—	11	—	—	—	—	—		
BP	6650	—	11	—	—	—	—	—		
BP	6700	—	11	—	—	—	—	—		
BP	6750	—	11	—	—	—	—	—		
BP	6800	—	11	—	—	—	—	—		
BP	6850	—	11	—	—	—	—	—		
BP	6900	—	11	—	—	—	—	—		
BP	6950	—	11	—	—	—	—	—		
BP	7000	—	11	—	—	—	—	—		
BP	7050	—	11	—	—	—	—	—		
BP	7100	—	11	—	—	—	—	—		
BP	7150	—	11	—	—	—	—	—		
BP	7200	—	11	—	—	—	—	—		
BP	7250	—	11	—	—	—	—	—		
BP	7300	—	11	—	—	—	—	—		
BP	7350	—	11	—	—	—	—	—		
BP	7400	—	11	—	—	—	—	—		
BP	7450	—	11	—	—	—	—	—		
BP	7500	—	11	—	—	—	—	—		
BP	7550	—	11	—	—	—	—	—		
BP	7600	—	11	—	—	—	—	—		
BP	7650	—	11	—	—	—	—	—		
BP	7700	—	11	—	—	—	—	—		
BP	7750	—	11	—	—	—	—	—		
BP	7800	—	11	—	—	—	—	—		
BP	7850	—	11	—	—	—	—	—		
BP	7900	—	11	—	—	—	—	—		
BP	7950	—	11	—	—	—	—	—		
BP	8000	—	11	—	—	—	—	—		
BP	8050	—	11	—	—	—	—	—		
BP	8100	—	11	—	—	—	—	—		
BP	8150	—	11	—	—	—	—	—		
BP	8200	—	11	—	—	—	—	—		
BP	8250	—	11	—	—	—	—	—		
BP	8300	—	11	—	—	—	—	—		
BP	8350	—	11	—	—	—	—	—		
BP	8400	—	11	—	—	—	—	—		
BP	8450	—	11	—	—	—	—	—		
BP	8500	—	11	—	—	—	—	—		
BP	8550	—	11	—	—	—	—	—		
BP	8600	—	11	—	—	—	—	—		
BP	8650	—	11	—	—	—	—	—		
BP	8700	—	11	—	—	—	—	—		
BP	8750	—	11	—	—	—	—	—		
BP	8800	—	11	—	—	—	—	—		
BP	8850	—	11	—	—	—	—	—		
BP	8900	—	11	—	—	—	—	—		
BP	8950	—	11	—	—	—	—	—		
BP	9000	—	11	—	—	—	—	—		
BP	9050	—	11	—	—	—	—	—		
BP	9100	—	11	—	—	—	—	—		
BP	9150	—	11	—	—	—	—	—		
BP	9200	—	11	—	—	—	—	—		
BP	9250	—	11	—	—	—	—	—		
BP	9300	—	11	—	—	—	—	—		
BP	9350	—	11	—	—	—	—	—		
BP</										

AUTHORISED UNIT TRUSTS

NOTES

Prices are in pence unless otherwise indicated.
Yields % (shown in last column) allow for all expenses. a Offered prices include all expenses.
Today's prices. e Yield based on offer price.
Estimated. g Today's opening price.
Distribution free of UK taxes. p Per premium insurance plans. s Single premium. x Offered price includes all expenses except agent's commission. y Offered price includes expenses if bought through managers. z Previous year's price. * Net of tax on realized capital gains. ** Net of tax on unrealized capital gains. # Less indicated by \$. % Gormley's guarantee.

Accum. Unres.	807.4	318.7	-2.0	16.80
High Income	168.9	114.9	-0.5	10.30
Accum. Unres.	122.4	201.6	-0.4	0.69
Japan	122.4	138.9	+0.4	0.69
Accum. Unres.	27.1	280.9	-2.4	5.01
Mexico	243.5	337.1	-0.5	1.01
Accum. Unres.	165.3	174.7	+1.1	0.44
Middle East	24.9	315.5	+0.2	9.98
Accum. Unres.	113.7	121.1	-0.3	5.67
Recovery	122.1	134.0	-0.3	5.67
Accum. Unres.	22.4	218.3	-0.3	3.92
Second Gen.	526.4	351.1	-0.5	3.92
Accum. Unres.	217.3	257.4	+1.3	4.69
Smaller Companies	228.8			
Specialty of Goods				

Scotch Equitable Fnd. Mgrs. Ltd. 031-556-9101
 8 St. Andrews Sq. Edinburgh
 Income Units 58.94 5.91
 Accm. Units 68.44 5.91
 Dealing day Wednesday.

Lehigh Unit Inv. Managers Ltd. (a)
 0-12, Little Trinity Lane, ECAP 4LB. 01-248 2090
 Lehigh Capital Fd. 36.4 38.75 4.32
 Lehigh Income Fd. 27.6 29.34 -0.1 3.78

Invest Fd.	183.91		=	Dog	
Leakermir, Fd.	85.20		=	Dog	
Merterhouse Magna Sp.¶			=	Fish	
Mohenson Hse., Brunel Centre, Blatchley near Keynes.		0908 64272	=	Inter	
The Energy	49.9		=	Nat	
Quia Bld. Soc.		152.8	=	Nat	
Risks Managed	157.1	-44.1	=	Pro	
Refrain Assurances Funds			=	Let	
New Street, EC2M 4TP.			=	Let	
Growth	134.92	137.82 +0.93	=	Soc	
aged Income	84.40	88.85	=	Soc	
ational Ix)	92.54	86.79 -0.01	=	Soc	

Initial	144.3	137.5	+0.1	St. S.
Initial	156.4	157.6	-0.1	N.C. I.
Initial	139.4	136.8	+0.1	
Initial	150.6	158.4	+0.1	
Initial	105.3	110.9	+2.5	Royal
Initial	112.0	117.9	+2.9	New I.
Initial	157.2	144.5	+0.4	
Initial	148.1	155.9	+0.4	Saved
Initial	108.2	114.0		
Initial	126.9	123.1		4. G.
General (Unit Pension) Ltd.				Bul. in
Cash Init.	713.1	719.1		Propo
Unit	129.7	128.2		Gift P.
Unit	129.7	131.2		Depos
Unit	129.7	131.2		

London, London EC4	01-626 4356	Overseas	
150.9	160.5	Unifolia	
Fixed sub. period June 30/July 15		Unbound	
		1. Thomas	
Insurance Group		Unknown	
Place, Liverpool.	051-227 4422	Do. Aust.	
Intl Fd 1173.9	184.0	Do. Grtr.	
		Do. Ind.	
		Do. Jile	
		Do. Man.	
Prosper Group			
Prin's, Lmth, EC3P 3EP.	01-554 8899	Bishop	
144.4	152.9	P.O. Box	
190.4	207.5	ARMAC	
132.2	139.4	COUN7	
141.6	149.8		
144.4	152.9		
190.4	207.5		
132.2	139.4		
141.6	149.8		

[illegible]

LF1077		+2		5.20	
70.7	75.4d				
93.3	99.6d	+1.9			5.35
93.7	9.46d				11.15
US\$15.46					1.78
(9.7)	9.76d	+0.09			13.97
Inc.	US\$88.10				10.51
Acc.	US\$47.05				
US\$13.35					2.70
US\$38.53					1.06
Fd.	£10.92 10.93d				
US\$14.01					1.96
US\$5.77					1.74

[illegible]

	1977-78	1978-79	1979-80	1980-81	1981-82	1982-83	1983-84	1984-85	1985-86	1986-87	1987-88	1988-89	1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	1999-00	2000-01	2001-02	2002-03	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30	2030-31	2031-32	2032-33	2033-34	2034-35	2035-36	2036-37	2037-38	2038-39	2039-40	2040-41	2041-42	2042-43	2043-44	2044-45	2045-46	2046-47	2047-48	2048-49	2049-50	2050-51	2051-52	2052-53	2053-54	2054-55	2055-56	2056-57	2057-58	2058-59	2059-60	2060-61	2061-62	2062-63	2063-64	2064-65	2065-66	2066-67	2067-68	2068-69	2069-70	2070-71	2071-72	2072-73	2073-74	2074-75	2075-76	2076-77	2077-78	2078-79	2079-80	2080-81	2081-82	2082-83	2083-84	2084-85	2085-86	2086-87	2087-88	2088-89	2089-90	2090-91	2091-92	2092-93	2093-94	2094-95	2095-96	2096-97	2097-98	2098-99	2099-00	2100-01	2101-02	2102-03	2103-04	2104-05	2105-06	2106-07	2107-08	2108-09	2109-10	2110-11	2111-12	2112-13	2113-14	2114-15	2115-16	2116-17	2117-18	2118-19	2119-20	2120-21	2121-22	2122-23	2123-24	2124-25	2125-26	2126-27	2127-28	2128-29	2129-30	2130-31	2131-32	2132-33	2133-34	2134-35	2135-36	2136-37	2137-38	2138-39	2139-40	2140-41	2141-42	2142-43	2143-44	2144-45	2145-46	2146-47	2147-48	2148-49	2149-50	2150-51	2151-52	2152-53	2153-54	2154-55	2155-56	2156-57	2157-58	2158-59	2159-60	2160-61	2161-62	2162-63	2163-64	2164-65	2165-66	2166-67	2167-68	2168-69	2169-70	2170-71	2171-72	2172-73	2173-74	2174-75	2175-76	2176-77	2177-78	2178-79	2179-80	2180-81	2181-82	2182-83	2183-84	2184-85	2185-86	2186-87	2187-88	2188-89	2189-90	2190-91	2191-92	2192-93	2193-94	2194-95	2195-96	2196-97	2197-98	2198-99	2199-00	2200-01	2201-02	2202-03	2203-04	2204-05	2205-06	2206-07	2207-08	2208-09	2209-10	2210-11	2211-12	2212-13	2213-14	2214-15	2215-16	2216-17	2217-18	2218-19	2219-20	2220-21	2221-22	2222-23	2223-24	2224-25	2225-26	2226-27	2227-28	2228-29	2229-30	2230-31	2231-32	2232-33	2233-34	2234-35	2235-36	2236-37	2237-38	2238-39	2239-40	2240-41	2241-42	2242-43	2243-44	2244-45	2245-46	2246-47	2247-48	2248-49	2249-50	2250-51	2251-52	2252-53	2253-54	2254-55	2255-56	2256-57	2257-58	2258-59	2259-60	2260-61	2261-62	2262-63	2263-64	2264-65	2265-66	2266-67	2267-68	2268-69	2269-70	2270-71	2271-72	2272-73	2273-74	2274-75	2275-76	2276-77	2277-78	2278-79	2279-80	2280-81	2281-82	2282-83	2283-84	2284-85	2285-86	2286-87	2287-88	2288-89	2289-90	2290-91</
--	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	-----------

Pers. Accoun.	1211.7	181.3	
Initial	1114.5	120.6	
Edge Pers. Acc.	170.1	115.9	
Initial	122	129.2	
Pers. Acc.	111.6	117.3	
Initial			

*Current unit value April 23.

Shelvie Life Assur. Co. Ltd.*
 Lombard St., EC3
 London W.C.2, Fd. 136.52 01-623 12885

Unghed Int. Fd.	103.08	118.51	
Unghed Int. Fd.	105.33	115.88	
Unghed Int. Fd.	96.67	101.76	
Unghed Int. Fd.	105.80	111.57	
Unghed Int. Fd.	91.62	88.45	
Unghed Int. Fd.	92	88.45	

Co. Bond/Eurc	15.53	17.49	
Co. Bd/Eurc/UnL	215.27	14.16	
Cost Bond	127.5	134.9	+0.3
ity Accum		224.2	
erty Accum.			+0.02
ed. Accum	106.2	1.95	-0.001
Equity	106.2	212.4	
Property	124.1	136.9	+0.1
Managed	111.6	116.9	+0.1
Deposit	96.3	102.1	+0.2
Call	96.3	116.9	-0.3
American	73.5	79.9	
Es. Pmts./Acc	120.7	127.1	
Prp. Pmts./Acc	148.6	152.0	+0.1
Mgd. Pmts./Acc	123.2	130.4	-0.1

Life Energy	\$99.9
Sun Life Soc	152.8
Gen Mgmted	157.7
Certain Assurance Funds	
New Street, EC2M 4TP.	01-263 9928
Growth	134.92
Income	84.40
International (z)	82.54
Income	82.55
Intl & Growth	77.63
R Resources	132.13
African (z)	86.07
Eastern (z)	86.07

Albany Fund Management Limited		Jersey Extra
P.O. Box 73, Heller, Jersey	0594 73923	
Alexander Fd (C) (1982) 116, 132	—	1.92
Net dealing April 25.		
Alexander Fund		
37, rue Notre-Dame, Luxembourg		
Alexander Fund (US\$24 74)	—	1.51
Net asset value April 21.		
Allen Harvey & Ross Inv. Mgt. (C) (C-1)		
1 Charing Cross, St. Heller, Jy, (C) 634-73741		
AHR Profit Inv. Fd.	100.00	76.00
AHR Coll Exp. Fd.	117.74	13.95
100.00		
100.00		
Leggold		

Banque Bruxelles Lambert		1. Charing		
2. Rue de la Regener B 1000 Brussels		Vallée Hous		
Prestifund	[US\$8.76] 58.73 [+0.01]	9.12	1. Theresia St.	
Barclain Managers (Jersey) Ltd.			Gilt Trust	
P.O. Box 63, St. Helier, Jersey 0534 74806			Gilt Fund	
Barclain Fund	[JPY 9] 96.00	+0.01	5.00	Intl. Gen.
Barclays Unicorn International				First Starlin
1. Charing Cross, St. Helier, Jersey	0534 737471			First Intl.
Unidollar Trust	[£] 1.00	14.00		Kleinwortz
Unidollar Trust	[US\$1.45] 32.03 [+0.25]	2.00		20. Fenchur
Unishard Trust	[US\$1.45] 36.36	-0.14		Earnwell
1. Thomas St., Jersey, Isle of Man		06.20		40.00
		40.00		De Acqpy

[illegible]

ed on previous page

FT SHARE INFORMATION SERVICE

John Ford & Co
Industrial values

BRITISH FUNDS

"Shorts" (Lives up to Five Years)

Stock	Price	% Chg	Yield
98/99 Treasury 3 1/2 77-80	98.5	+0.5	13.19
98/99 Treasury 3 1/2 78-81	98.5	+0.5	13.19
98/99 Treasury 3 1/2 79-82	98.5	+0.5	13.19
98/99 Treasury 3 1/2 80-83	98.5	+0.5	13.19
98/99 Treasury 3 1/2 81-84	98.5	+0.5	13.19
98/99 Treasury 3 1/2 82-85	98.5	+0.5	13.19
98/99 Treasury 3 1/2 83-86	98.5	+0.5	13.19
98/99 Treasury 3 1/2 84-87	98.5	+0.5	13.19
98/99 Treasury 3 1/2 85-88	98.5	+0.5	13.19
98/99 Treasury 3 1/2 86-89	98.5	+0.5	13.19
98/99 Treasury 3 1/2 87-90	98.5	+0.5	13.19
98/99 Treasury 3 1/2 88-91	98.5	+0.5	13.19
98/99 Treasury 3 1/2 89-92	98.5	+0.5	13.19
98/99 Treasury 3 1/2 90-93	98.5	+0.5	13.19
98/99 Treasury 3 1/2 91-94	98.5	+0.5	13.19
98/99 Treasury 3 1/2 92-95	98.5	+0.5	13.19
98/99 Treasury 3 1/2 93-96	98.5	+0.5	13.19
98/99 Treasury 3 1/2 94-97	98.5	+0.5	13.19
98/99 Treasury 3 1/2 95-98	98.5	+0.5	13.19
98/99 Treasury 3 1/2 96-99	98.5	+0.5	13.19
98/99 Treasury 3 1/2 97-00	98.5	+0.5	13.19

Five to Fifteen Years

Stock	Price	% Chg	Yield
98/99 Treasury 5 1/2 77-80	98.5	+0.5	13.19
98/99 Treasury 5 1/2 78-81	98.5	+0.5	13.19
98/99 Treasury 5 1/2 79-82	98.5	+0.5	13.19
98/99 Treasury 5 1/2 80-83	98.5	+0.5	13.19
98/99 Treasury 5 1/2 81-84	98.5	+0.5	13.19
98/99 Treasury 5 1/2 82-85	98.5	+0.5	13.19
98/99 Treasury 5 1/2 83-86	98.5	+0.5	13.19
98/99 Treasury 5 1/2 84-87	98.5	+0.5	13.19
98/99 Treasury 5 1/2 85-88	98.5	+0.5	13.19
98/99 Treasury 5 1/2 86-89	98.5	+0.5	13.19
98/99 Treasury 5 1/2 87-90	98.5	+0.5	13.19
98/99 Treasury 5 1/2 88-91	98.5	+0.5	13.19
98/99 Treasury 5 1/2 89-92	98.5	+0.5	13.19
98/99 Treasury 5 1/2 90-93	98.5	+0.5	13.19
98/99 Treasury 5 1/2 91-94	98.5	+0.5	13.19
98/99 Treasury 5 1/2 92-95	98.5	+0.5	13.19
98/99 Treasury 5 1/2 93-96	98.5	+0.5	13.19
98/99 Treasury 5 1/2 94-97	98.5	+0.5	13.19
98/99 Treasury 5 1/2 95-98	98.5	+0.5	13.19
98/99 Treasury 5 1/2 96-99	98.5	+0.5	13.19
98/99 Treasury 5 1/2 97-00	98.5	+0.5	13.19

Over Fifteen Years

Stock	Price	% Chg	Yield
98/99 Treasury 7 1/2 77-80	98.5	+0.5	13.19
98/99 Treasury 7 1/2 78-81	98.5	+0.5	13.19
98/99 Treasury 7 1/2 79-82	98.5	+0.5	13.19
98/99 Treasury 7 1/2 80-83	98.5	+0.5	13.19
98/99 Treasury 7 1/2 81-84	98.5	+0.5	13.19
98/99 Treasury 7 1/2 82-85	98.5	+0.5	13.19
98/99 Treasury 7 1/2 83-86	98.5	+0.5	13.19
98/99 Treasury 7 1/2 84-87	98.5	+0.5	13.19
98/99 Treasury 7 1/2 85-88	98.5	+0.5	13.19
98/99 Treasury 7 1/2 86-89	98.5	+0.5	13.19
98/99 Treasury 7 1/2 87-90	98.5	+0.5	13.19
98/99 Treasury 7 1/2 88-91	98.5	+0.5	13.19
98/99 Treasury 7 1/2 89-92	98.5	+0.5	13.19
98/99 Treasury 7 1/2 90-93	98.5	+0.5	13.19
98/99 Treasury 7 1/2 91-94	98.5	+0.5	13.19
98/99 Treasury 7 1/2 92-95	98.5	+0.5	13.19
98/99 Treasury 7 1/2 93-96	98.5	+0.5	13.19
98/99 Treasury 7 1/2 94-97	98.5	+0.5	13.19
98/99 Treasury 7 1/2 95-98	98.5	+0.5	13.19
98/99 Treasury 7 1/2 96-99	98.5	+0.5	13.19
98/99 Treasury 7 1/2 97-00	98.5	+0.5	13.19

Undated

Stock	Price	% Chg	Yield
98/99 Treasury 3 1/2 77-80	98.5	+0.5	13.19
98/99 Treasury 3 1/2 78-81	98.5	+0.5	13.19
98/99 Treasury 3 1/2 79-82	98.5	+0.5	13.19
98/99 Treasury 3 1/2 80-83	98.5	+0.5	13.19
98/99 Treasury 3 1/2 81-84	98.5	+0.5	13.19
98/99 Treasury 3 1/2 82-85	98.5	+0.5	13.19
98/99 Treasury 3 1/2 83-86	98.5	+0.5	13.19
98/99 Treasury 3 1/2 84-87	98.5	+0.5	13.19
98/99 Treasury 3 1/2 85-88	98.5	+0.5	13.19
98/99 Treasury 3 1/2 86-89	98.5	+0.5	13.19
98/99 Treasury 3 1/2 87-90	98.5	+0.5	13.19
98/99 Treasury 3 1/2 88-91	98.5	+0.5	13.19
98/99 Treasury 3 1/2 89-92	98.5	+0.5	13.19
98/99 Treasury 3 1/2 90-93	98.5	+0.5	13.19
98/99 Treasury 3 1/2 91-94	98.5	+0.5	13.19
98/99 Treasury 3 1/2 92-95	98.5	+0.5	13.19
98/99 Treasury 3 1/2 93-96	98.5	+0.5	13.19
98/99 Treasury 3 1/2 94-97	98.5	+0.5	13.19
98/99 Treasury 3 1/2 95-98	98.5	+0.5	13.19
98/99 Treasury 3 1/2 96-99	98.5	+0.5	13.19
98/99 Treasury 3 1/2 97-00	98.5	+0.5	13.19

INTERNATIONAL BANK

98/99 Treasury 3 1/2 77-80 98.5 +0.5 13.19

CORPORATION LOANS

Stock	Price	% Chg	Yield
98/99 Treasury 3 1/2 77-80	98.5	+0.5	13.19
98/99 Treasury 3 1/2 78-81	98.5	+0.5	13.19
98/99 Treasury 3 1/2 79-82	98.5	+0.5	13.19
98/99 Treasury 3 1/2 80-83	98.5	+0.5	13.19
98/99 Treasury 3 1/2 81-84	98.5	+0.5	13.19
98/99 Treasury 3 1/2 82-85	98.5	+0.5	13.19
98/99 Treasury 3 1/2 83-86	98.5	+0.5	13.19
98/99 Treasury 3 1/2 84-87	98.5	+0.5	13.19
98/99 Treasury 3 1/2 85-88	98.5	+0.5	13.19
98/99 Treasury 3 1/2 86-89	98.5	+0.5	13.19
98/99 Treasury 3 1/2 87-90	98.5	+0.5	13.19
98/99 Treasury 3 1/2 88-91	98.5	+0.5	13.19
98/99 Treasury 3 1/2 89-92	98.5	+0.5	13.19
98/99 Treasury 3 1/2 90-93	98.5	+0.5	13.19
98/99 Treasury 3 1/2 91-94	98.5	+0.5	13.19
98/99 Treasury 3 1/2 92-95	98.5	+0.5	13.19
98/99 Treasury 3 1/2 93-96	98.5	+0.5	13.19
98/99 Treasury 3 1/2 94-97	98.5	+0.5	13.19
98/99 Treasury 3 1/2 95-98	98.5	+0.5	13.19
98/99 Treasury 3 1/2 96-99	98.5	+0.5	13.19
98/99 Treasury 3 1/2 97-00	98.5	+0.5	13.19

COMMONWEALTH & AFRICAN LOANS

Stock	Price	% Chg	Yield
98/99 Treasury 3 1/2 77-80	98.5	+0.5	13.19
98/99 Treasury 3 1/2 78-81	98.5	+0.5	13.19
98/99 Treasury 3 1/2 79-82	98.5	+0.5	13.19
98/99 Treasury 3 1/2 80-83	98.5	+0.5	13.19
98/99 Treasury 3 1/2 81-84	98.5	+0.5	13.19
98/99 Treasury 3 1/2 82-85	98.5	+0.5	13.19
98/99 Treasury 3 1/2 83-86	98.5	+0.5	13.19
98/99 Treasury 3 1/2 84-87	98.5	+0.5	13.19
98/99 Treasury 3 1/2 85-88	98.5	+0.5	13.19
98/99 Treasury 3 1/2 86-89	98.5	+0.5	13.19
98/99 Treasury 3 1/2 87-90	98.5	+0.5	13.19
98/99 Treasury 3 1/2 88-91	98.5	+0.5	13.19
98/99 Treasury 3 1/2 89-92	98.5	+0.5	13.19
98/99 Treasury 3 1/2 90-93	98.5	+0.5	13.19
98/99 Treasury 3 1/2 91-94	98.5	+0.5	13.19
98/99 Treasury 3 1/2 92-95	98.5	+0.5	13.19
98/99 Treasury 3 1/2 93-96	98.5	+0.5	13.19
98/99 Treasury 3 1/2 94-97	98.5	+0.5	13.19
98/99 Treasury 3 1/2 95-98	98.5	+0.5	13.19
98/99 Treasury 3 1/2 96-99	98.5	+0.5	13.19
98/99 Treasury 3 1/2 97-00	98.5	+0.5	13.19

LOANS

Stock	Price	% Chg	Yield
98/99 Treasury 3 1/2 77-80	98.5	+0.5	13.19
98/99 Treasury 3 1/2 78-81	98.5	+0.5	13.19
98/99 Treasury 3 1/2 79-82	98.5	+0.5	13.19
98/99 Treasury 3 1/2 80-83	98.5	+0.5	13.19
98/99 Treasury 3 1/2 81-84	98.5	+0.5	13.19
98/99 Treasury 3 1/2 82-85	98.5	+0.5	13.19
98/99 Treasury 3 1/2 83-86	98.5	+0.5	13.19
98/99 Treasury 3 1/2 84-87	98.5	+0.5	13.19
98/99 Treasury 3 1/2 85-88	98.5	+0.5	13.19
98/99 Treasury 3 1/2 86-89	98.5	+0.5	13.19
98/99 Treasury 3 1/2 87-90	98.5	+0.5	13.19
98/99 Treasury 3 1/2 88-91	98.5	+0.5	13.19
98/99 Treasury 3 1/2 89-92	98.5	+0.5	13.19
98/99 Treasury 3 1/2 90-93	98.5	+0.5	13.19
98/99 Treasury 3 1/2 91-94	98.5	+0.5	13.19
98/99 Treasury 3 1/2 92-95	98.5	+0.5	13.19
98/99 Treasury 3 1/2 93-96	98.5	+0.5	13.19
98/99 Treasury 3 1/2 94-97	98.5	+0.5	13.19
98/99 Treasury 3 1/2 95-98	98.5	+0.5	13.19
98/99 Treasury 3 1/2 96-99	98.5	+0.5	13.19
98/99 Treasury 3 1/2 97-00	98.5	+0.5	13.19

PUBLIC BOARD AND IND.

Stock	Price	% Chg	Yield
98/99 Treasury 3 1/2 77-80	98.5	+0.5	13.19
98/99 Treasury 3 1/2 78-81	98.5	+0.5	13.19
98/99 Treasury 3 1/2 79-82	98.5	+0.5	13.19
98/99 Treasury 3 1/2 80-83	98.5	+0.5	13.19
98/99 Treasury 3 1/2 81-84	98.5	+0.5	13.19
98/99 Treasury 3 1/2 82-85	98.5	+0.5	13.19
98/99 Treasury 3 1/2 83-86	98.5	+0.5	13.19
98/99 Treasury 3 1/2 84-87	98.5	+0.5	13.19
98/99 Treasury 3 1/2 85-88	98.5	+0.5	13.19
98/99 Treasury 3 1/2 86-89	98.5	+0.5	13.19
98/99 Treasury 3 1/2 87-90	98.5	+0.5	13.19
98/99 Treasury 3 1/2 88-91	98.5	+0.5	13.19
98/99 Treasury 3 1/2 89-92	98.5	+0.5	13.19
98/99 Treasury 3 1/2 90-93	98.5	+0.5	13.19
98/99 Treasury 3 1/2 91-94	98.5	+0.5	13.19
98/99 Treasury 3 1/2 92-95	98.5	+0.5	13.19
98/99 Treasury 3 1/2 93-96	98.5	+0.5	13.19
98/99 Treasury 3 1/2 94-97	98.5	+0.5	13.19
98/99 Treasury 3 1/2 95-98	98.5	+0.5	13.19
98/99 Treasury 3 1/2 96-99	98.5	+0.5	13.19
98/99 Treasury 3 1/2 97-00	98.5	+0.5	13.19

FINANCIAL TIMES

PUBLISHED IN LONDON & FRANKFURT

Head Office: The Financial Times Limited, Bracken House, 10 Cannon Street, London EC4A 3DF

Telex: Editorial 895874. Advertisements: 885033. Telegrams: Finantime, London.

Telephone: 01-248 8000.

Frankfurt Office: The Financial Times (Europe) Ltd., Frankfurter 68-72, 6000 Frankfurt-am-Main 1

Telex: Editorial 416052. Commercial 416193. Telephone: Editorial 795 234. Commercial 7958 1

INTERNATIONAL AND BRITISH OFFICES

EDITORIAL OFFICES

Amsterdam: P.O. Box 1296, Amsterdam-C.

Telex: 16527 Tel: 276 796

Birmingham: George House, George Road.

Telex: 338650 Tel: 021-654 9922

Buenos Aires: 2500 Avenida de Mayo, Buenos Aires.

Telex: 338650 Tel: 021-654 9922

London: 25 Abchurch Lane, London EC4A 3DF

Telex: 338650 Tel: 021-654 9922

Overseas advertisement representatives in Central and South America, Africa, the Middle East, Asia and the Far East.

For further details, please contact: Overseas Advertisement Department, Financial Times, Bracken House, 10 Cannon Street, London EC4A 3DF

SUBSCRIPTIONS

Copies obtainable from newsagents and bookstalls worldwide or on regular subscription from Subscription Department: Financial Times in London, Frankfurt and New York

For Share Index and Business News Summary in London, Birmingham, Liverpool and Manchester, Tel: 246 8026

LOANS—Continued

800	Low	Stock	Price	+ -	Yield
800	Low	Stock	Price	+ -	Yield
Financial					
961	95 1/2	FFI 13/30 1981	97 1/2	+ 1/2	13.35
961	95 1/2	Do. 14/30 '83	96 1/4	+ 1/4	14.54
942	79 1/2	ICF: 5/28 Do. 20-82	84	- 1/4	6.58
942	79 1/2	Do. 6/30/82 Do. 20-82	72 1/2	- 1/2	6.63
942	79 1/2	Do. 10/1/82 Do. 20-82	72 1/2	- 1/2	12.67
967	77	Do. 11/1/82 Do. 20-82	86	+ 1/2	13.31
988	82	Do. 11/30/82 Do. 20-82	88	+ 1/2	13.93
961	61	Do. 7/30/82 Do. 20-82	60 1/2	- 1/2	12.67
961	61	Do. 7/30/82 Do. 20-82	67 1/2	+ 1/2	12.83
972	64 1/2	Do. 7/30/82 Do. 20-82	67 1/2	+ 1/2	13.67
952	61	Do. 12/30/82 Do. 20-82	64 1/2	- 1/2	14.36
952	61	Do. 12/30/82 Do. 20-82	68	+ 1/2	14.40

[illegible]

